

APR 15 1924

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CV.

NEW YORK, APRIL 12, 1924

No. 15

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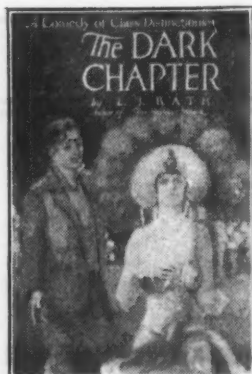


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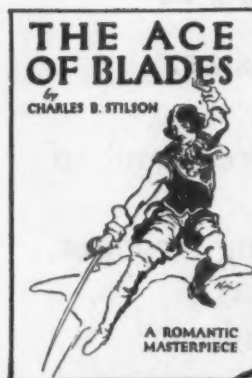
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An unconventional story it must be for its heroine scoffs at convention. Life carries her swiftly along into a startling experience that marks her forever.

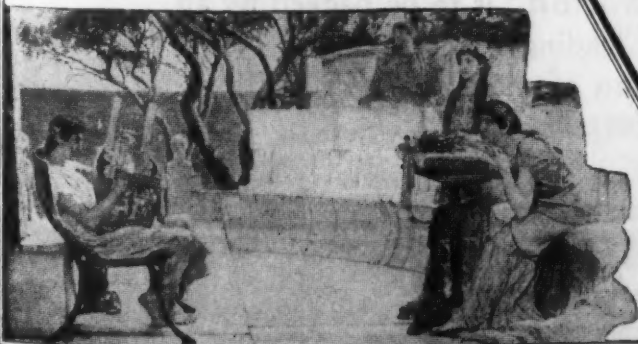
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Miss Larminie's latest novel contains the same qualities that won for her earlier books "Echo" and "Search" such distinguished attention.

Ready April 25th.

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By Mollie Panter-Downes

The acclaim with which this remarkable novel by a sixteen year old girl has been received in London indicates the interest it is sure to arouse here. Ready April 25th.

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WHEN Robert E. Pinkerton wrote "*The Test of Donald Norton*" he did something more than add another tale to the list of Northland novels—he made a distinct contribution to the literature of that vast treasure-land of romance and high adventure. Indeed, so virile is this story—so vivid, clear and masterful—that it will become a standard for novels of its kind.

"*The Test of Donald Norton*" would be a big story cast against any background, but the action is on the open barrens of a country that demands much of her people and gives them much in return. Pinkerton knows his North—has lived in it, loves it, and writes of it, not as one who would merely tell a tale, but as one who would make an appreciative and understanding contribution to her literature.

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"*The Test of Donald Norton*" is to be backed by an advertising campaign in leading Magazines and Newspapers with a circulation of more than 45 millions.

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Reilly & Lee Co.

Chicago

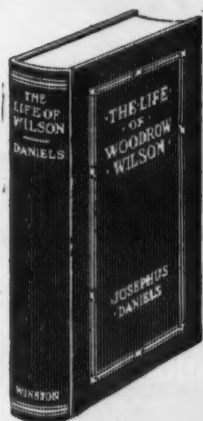
***A First Edition of 30,000 printed and
a Second Edition of 20,000 on press***

THE LIFE OF WOODROW WILSON

By JOSEPHUS DANIELS

Secretary of the Navy under the Wilson Administrations

THE TRUE STORY OF WOODROW WILSON



THE LIFE OF WILSON by JOSEPHUS DANIELS gives an understanding insight into the personality and character of the former President as his Secretary of the Navy knew him. Mr. Daniels was with President Wilson in Paris in 1919 and conducted negotiations with reference to important naval questions during the Peace Conference. He knew him when he was professor and President of Princeton, when he was Governor of New Jersey, and had entertained him at his home in Raleigh, N. C., before Mr. Wilson entered public life. "My aim," writes Mr. Daniels, "is not to write a comprehensive Life of my former chief, with official documents and letters. Rather it is to give an insight into his spirit and his achievements so that the reader will know the real nature of man he was as well as some of the high lights of his career. Undoubtedly many Lives of Wilson will be written, from different standpoints. Mine will be the story of Woodrow Wilson as man, teacher, politician, statesman, husband, father, friend (and the best and truest of friends) and President of the Republic."

"I will seek to show what his life meant to his country and the world in his day and how he always played for the verdict of history."

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Albert J. Beveridge

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Isolation and the League; the World Court and Irreconcilables: the Treaty and its offspring: errors and omissions: armies and obligations: imported publicity: Europe united: The Farewell Address.

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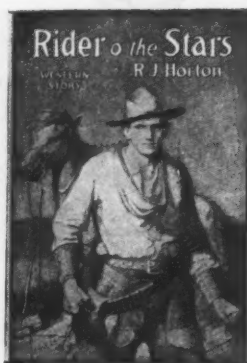
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The judgment of the masses: free institutions and a public appeal: the curse of the times: the judicial negative: amendments and assaults.

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The BOBBS-MERRILL COMPANY

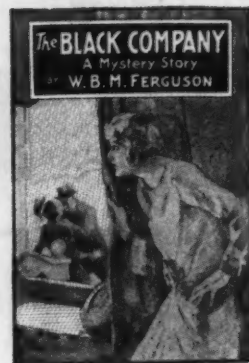
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A "Western" that has every element that makes for popularity . . .

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THE AMERICAN NEWS CO., Inc., AND BRANCHES
 15 Park Place, New York

Pictorial News

of Prominent Authors of the Spring

Prepared with the help and support of the leading publishers and intended as a practical help to the retail salesman in making the best of a notable fall season.

Spring 1924—A Notable Publishing Season

*Connect this condensed information with the book stacks
on your counter*

Those salesmen who will connect up these paragraph comments with the books on the counters will be ready to describe intelligently, and to make the right recommendations to customers.

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The Publishers' Weekly

DUPLICATES of this Manual from the Publishers' Weekly will be supplied without charge for distribution to the retail salesman

DODD, MEAD & COMPANY, New York, Publishers Since 1839

Present Four Leading Writers of the Day



MARIA THOMPSON DAVIESS has written in, "Seven Times Seven" a fascinating biography that tells of the escapades, love affairs, joys and sorrows, work and play of a woman of great achievement. Anyone who reads twenty pages will surely finish the book.

\$3.00



EDWIN BALMER is the author of one of the big novels of the Spring—"Fidella." It is the clean, refreshing story of three Seniors at Northwestern University who find themselves in a strangely tangled romance that runs through several eventful years of love and marriage.

\$2.00

BERTA RUCK, who wrote "His Official Fiancée" and "The Leap - Year Girl," tells of unsophisticated Neta, whose fear of being an "old maid" caused delightful complications.

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DR. LULU HUNT PETERS, author of "Diet for Children (and Adults)," is probably the most popular medical writer of the day. She offers a widely needed book that covers fully the feeding of children for their best health, growth, and development. It will be as universally read as Dr. Peters' famous book "Diet and Health, with Key to the Calories."

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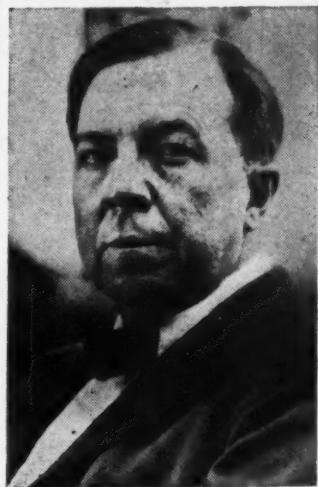
HARPER & BROTHERS Publishers since 1817 New York

Leading Authors on the Spring List



MMARGARET DELAND, one of America's foremost novelists, needs no introduction. Her latest volume, "New Friends in Old Chester," is really three books in one, for it includes three novelettes, "An Old Chester Secret," "When Old Chester Wondered," and "The Eliot's Katy," which introduce new characters among the familiar scenes and well-loved personalities of the old town.

HHARVEY O'HIGGINS, author of "The American Mind in Action" and the "Secret Springs," has been interested for years in psychoanalysis as a science. In his latest book he analyzes a number of outstanding yet typical Americans, and through them the inner motives and typical attitude of the modern American.



RRUPERT HUGHES, whose new novel, "The Golden Ladder," is based on the extraordinary life of Betty Jumel, once the wife of Aaron Burr, is an author whose historical novels and romances, more than those of any other writer, have been always notable, not only for their dramatic vividness, but for the scrupulous accuracy of their historical details and background.

RRUTH CROSS, author of "The Golden Cocoon," already appearing in the "best-seller" lists, whose phenomenal success since she came to New York from Texas last summer has included the immediate acceptance of her novel by Harper & Brothers, short stories by the *Saturday Evening Post*, a vaudeville sketch for a four-years' booking and a play by one of Broadway's leading producers.



D. APPLETON AND COMPANY, New York
 Appleton Authors the World is Talking of these Days



FRANCES PARKINSON KEYES, author of "Letters from a Senator's Wife," to be published this month, is the wife of the Senator from New Hampshire and former Governor, Henry Wilder Keyes. She plays a prominent part in the life of the national capital.



SUSAN ERTZ, novelist, author of the famous first novel, "Madame Claire." She was born in England of American parentage and has divided her life between the two countries, her favorite homes being London and a few hundred acres on top of the Sierra Nevada Mountains.



SYLVIA STEVENSON, novelist, is the author of the new novel, "Surplus." She is English; has travelled much, and drove for the Royal Flying Corps during the war.

ANDRÉ MAUROIS, biographer and novelist, is the author of "Ariel—The Life of Shelley," to be published this month, which is creating a furore in France and promises a sensational success in this country. He was born in Normandy; was trained to direct the family manufacturing interests; brought by personal inclination to a literary career. Was Liaison Officer with the British Army during the war.

HENRY HOLT & COMPANY, New York

Rolland, Forbes, Edginton and Jones



E. B. C. JONES, author of "Indigo Sandys," has gained an enviable reputation through her novels, "Quiet Interior" and "The Wedgwood Medallion." In "Inigo Sandys," the story of a young man's adventures in friendship and love, she proves once more her delicate understanding of fine human relationships. \$2.00



ROSITA FORBES, author of "The Sultan of the Mountains," is the world's greatest woman explorer. To get the startling facts for this book she visited Raisuli, famous Moroccan Bandit Chief, and secured from him his life story. Here is Raisuli in his palace among the women of his harem, at prayer and in the midst of monstrous cruelties, an astounding and colorful figure. Illustrated. \$4.00

MAY EDGINTON, author of "Triumph." There is universal appeal in this story of a girl who had shining ideals and was willing to sacrifice anything that they might come true. Anna Land refused the comfort of a money-marriage and struggled alone until her ideal love came to her. Cecil B. de Mille has staged the motion picture version of "Triumph" released in April. \$2.00



ROMAIN ROLLAND, whose "Annette and Sylvie" is the first volume of "The Soul Enchanted" which is destined to be as great a study of the life of one woman as "Jean-Christophe" was of one man. An event to discriminating readers is this story of a girl who feels the bitter conflict between her lucid intellect and passionate nature. \$2.00



FREDERICK A. STOKES COMPANY, New York

These Four Authors are Selling!



LOUIS BROMFIELD. People got to talking so much—in print and out—about Louis Bromfield and "The Green Bay Tree" in the week just preceding publication, that the First Printing was completely wiped out. An undercurrent of popular interests like this means sales. Watch your stock. 3rd Printing! \$2.00



WAYLAND WELLS WILLIAMS' "I, The King," is the story of a young American brought up with almost no realization of the meaning of wealth, suddenly confronted with the responsibility of a fortune. His reaction and his discovery of what wealth is really good for make the story. \$2.00

JOHN WILEY. whose novel of college life, "The Education of Peter," is "provocative, entertaining, well written." —*N. Y. Times.* 3rd Printing! \$2.00



CROSBIE GARSTIN. Let Frederic Van de Water, in the *N. Y. Herald-Tribune* be the spokesman for the many enthusiastic reviewers of "The Owls' House": "On the basis of this book we are prepared to hail Crosbie Garstin as one of the best living romance writers. His book is as good as anything Sabatini has done. We aren't at all certain that it isn't a little better." 4th Printing. \$2.00

GEORGE H. DORAN COMPANY, New York

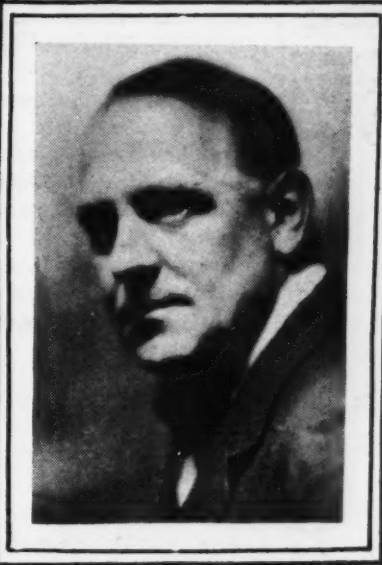
Recognized Best Sellers the Year 'Round



JOSEPH COLLINS, M.D., takes another look at literature and several very prominent American writers in his new book, "Taking the Literary Pulse." Provocative chapters on Sherwood Anderson, Lunatics in Literature, Purity and Pornography, etc.



PHILIP GIBBS, of whose new novel, "Heirs Apparent," is said: "Altogether Gibbs has turned out another story which will prove as acceptable to American readers as his justly popular, "The Middle of the Road."



PELHAM GRENVILLE WODEHOUSE puts Ronald Eustace Psmith (the "p" is silent like the "p" in "pshrimp") at the head of his portrait gallery of delightful characters which includes Archie, Sally, Jeeves, The Little Warrior, etc., in his gayest of romances, a full-length novel—"Leave It to Psmith."



IRVIN S. COBB, The Main Guy, but not the "Maine" Guy with whom you will want to laugh at the foibles of your neighbors as he humorously portrays them in the six Cobb's American Guyed Books now ready: "New York," "Maine," "Indiana," "North Carolina," "Kansas," "Kentucky."



G. P. PUTNAM'S SPRING AUTHORS



WILLIAM BEEBE is one of those rare writers who is able to create a "best seller de luxe." His "Galapagos: World's End" is one of the great events of the publishing year. He is now in British Guiana at work in the jungle laboratory from which has come the material for so many fascinating studies of nature. He is a great naturalist who is also a literary light of the first magnitude.



ROBERT KEABLE has provided this year a long awaited sequel to "Simon Called Peter." The new book is called "Recompense" and tells with his characteristic frankness and vigor the finish of the passionate story of love between *Peter* and *Julie*. The author is a former clergyman turned novelist.



ELIZABETH BIBESCO, a newcomer among the ranks of Putnam authors, contributed to this year's list a novel, "The Fir and the Palm," which is a clever and penetrating study of love against a background of luxury and high political life, which as the daughter of a prime minister and the wife of an ambassador, she knows intimately.



THE name of CYNTHIA STOCKLEY is synonymous with "a good story." This year she has followed the triumphant and popular "Ponjola" with another tale of the romantic African veldt in "The Garden of Peril."

SONS, New York THEIR BOOKS

ONE of the sensational best sellers of the London season has been "The Shoreless Sea" which appeared recently in this country. It is the novel of a sixteen-year-old girl and its reception, both critical and popular, has been phenomenal. The author, **MOLLIE PANTER-DOWNES**, is already at work on a second, scheduled for the autumn.



THE appearance of "Lew Tyler's Wives" recently fastened the attention of the country on **WALLACE IRWIN** as a serious novelist. He is following its success with "The Golden Bed," a fall book, which provides a romantic and searching picture of American life. Mr. Irwin is here shown initiating the Irwin offspring into the first mysteries of authorship.



"THE FABULOUS FORTIES" and its revelation America's "awkward age" has been hailed far and wide as one of the charming and hilarious books of the season. **MEADE MINNIGERODE**, the author, uncovered the wealth of material represented in its pages while doing research for a novel and found it irresistible.



"ECHO" and "Search" were two novels from the competent and searching pen of **MARGARET RIVERS LARMINIE** which attracted widespread critical praise. In her latest book, "Deep Meadows," she tells the beautiful and tragic story of love.

HARCOURT, BRACE & COMPANY

The Work of Four Important Novelists

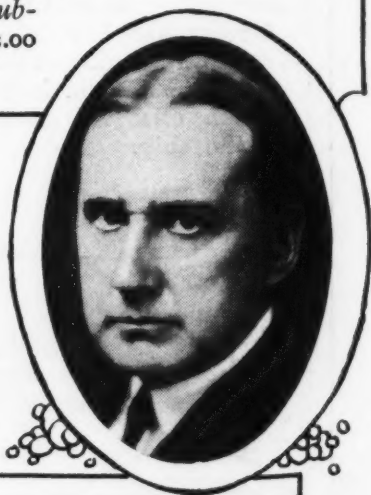


GIOVANNI PAPINI needs no comment. Everyone knows his "Life of Christ" which is nearing the 200,000 mark. "The Failure" is his celebrated autobiographical novel, which explains his conversion and why he wrote his life of the Saviour. \$2.00



DOROTHY CANFIELD'S "Home-Maker" is not only a worthy successor to "The Bent Twig" and "The Brimming Cup"; it is a novel that is certain to create discussion from one end of the country to the other. It should add thousands of women to Mrs. Fisher's already large audience. Published May 20th. \$2.00

**ROBERT HER-
RICK'S** "To-
gether" made him
one of America's
important novelists.
"Waste" is his most
ambitious work of
fiction in scope and
size. \$2.00



JACOB WASSERMANN'S two-volume
novel, "The World's Illusion," was
published three years ago. It has never
stopped selling. He is perhaps the most
interesting continental author before the
American public. "Gold" is written with
the same immense background, intensity
and symbolic significance, of his previ-
ous works. The central character is a
woman, unlike any figure in American
literature. \$2.50

THE CENTURY COMPANY

Four Live Ones You Must Know About



PERCY MARKS, author of "The Plastic Age," has written a college novel that had to be reprinted the week it was published and has been reprinted five times to date. He is a college man himself, graduate of the University of California, A. M. Harvard, instructor at M. I. T., Dartmouth, Brown University.



EDWIN E. SLOSSON, author of "Chats on Science," could have been a novelist. As it is, he makes science read like fiction. He was editor of *The Independent* for seventeen years and is editor of *Science Service*. His new "Chats on Science" is as authoritative as it is readable.



GILBERT FRANKAU, author of "Gerald Cranston's Lady," is a tobacco manufacturer who turned author in war-time, writing his first novel in the trenches. He is now leading England's best-sellers. His latest "Gerald Cranston's Lady" is going strong here in America.

HERBERT ADAMS GIBBONS, author of "America's Place in the World," has spent his life studying world politics. Near East correspondent of the *New York Herald*, 1908-18, he lived years in Turkey, Egypt the Balkan States, Asia Minor and Greece. His "America's Place in the World," just published, is a readable popular statement of our country's foreign policy.

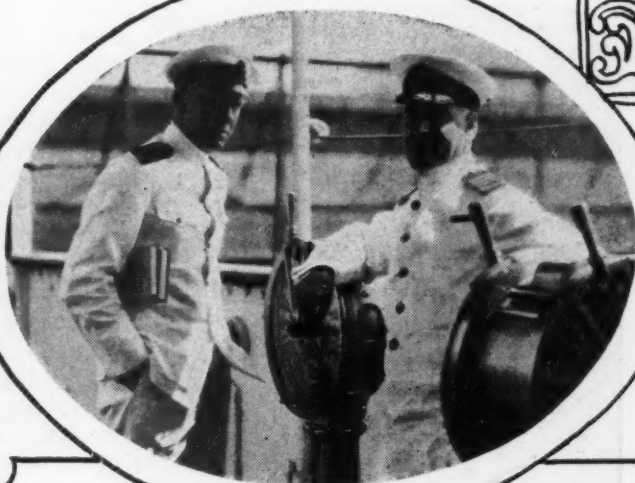


DOUBLEDAY, PAGE & COMPANY

Point With Pride to

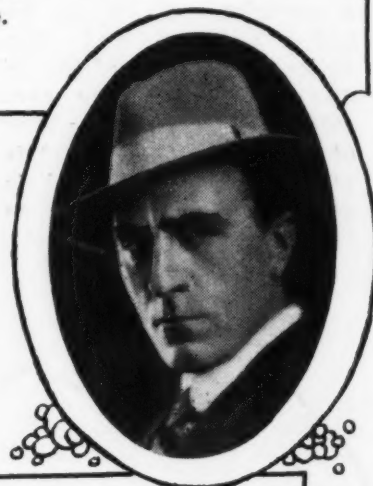


EDNA FERBER. She wrote this year's "best-seller." Miss Ferber is here pictured putting the last touches to "So Big" before that novel started out on its triumphant course as the country's "best-seller."



McFEE & BONE, Partners. When Capt. David W. Bone (right) recently took the "Tuscania" on a cruise of the Mediterranean, William McFee (left) stopped writing his new novel "Race" long enough to ship with him and run the first bookshop ever operated aboard a ship.

SAX ROHMER, creator of Dr. Fu-Manchu. Mr. Rohmer packs more horror into a single paragraph than anyone writing to-day, as readers of his recent "Brood of the Witch-Queen" will testify.



DON MARQUIS recently returned from Paris where he has been helping Mr. Clem Hawley (the "Old Soak") gather first-hand historical facts for a forthcoming work, "The Old Soak's History of the World." Mr. Hawley, on being interviewed, said he had a new "D-vice" for writing history. At the rumor of which, it is said, Clio, the venerable Muse of History, turned pale.

THE MACAULAY COMPANY'S

Four Best Selling Authors



JOAN CONQUEST is now on her way to China to gather material for her next novel. "The Street of Many Arches," her latest novel written in collaboration with Gwen Lally is a thrilling tale of love and adventure beginning in Limehouse and culminating in a rocky fastness beneath the Himalayas.

\$2.00



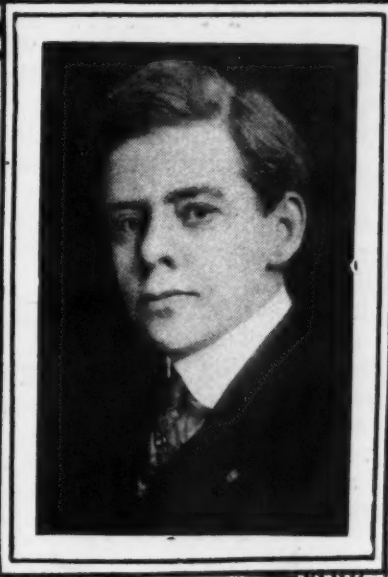
IT is easy to tell why the stories of **JAMES FRENCH DORRANCE** ring true. He was himself once a member of the Northwest Mounted. "Never Fire First" is the story of Moira O'Malley who arrives mysteriously at a police post in the dead of winter, and of the tragic events which follow her coming.

\$1.75



FULTON OURSLER, author-editor, author of "Behold This Dreamer" and editor of the *Metropolitan Magazine*. His novel, though it is his first, has "narrative skill, delicious wit, shriveling irony, integrity of spirit, a penetration into the inside of the human soul—and above all, a revolutionary force."

\$2.00



HOWARD ROCKEY, widely known as a writer of short stories, now makes his bow with a full length novel, "This Woman." It is a scintillating picture of social New York and Newport. In its pages you become pleasantly intimate with those who are branded "socially and financially intrenched offenders against convention."

\$2.00



HOUGHTON MIFFLIN COMPANY

We Nominate for the Hall of Fame

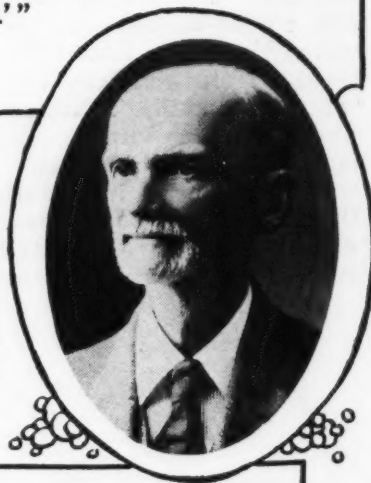


RAFANEL SABATINI, "The Modern Dumas," of whose novels more than half a million copies have been sold in the last three years. Two of his inimitable historical romances are on the Spring list: "Mistress Wilding," a tale of the Monmouth Rebellion, and "Bardelys the Magnificent," a thrilling romance of seventeenth century France.



RALPH D. PAINE, the pre-eminent American novelist of the sea, author of "Roads of Adventure," "The Fighting Fleets," "Comrades of the Rolling Ocean," etc., who has written a new novel entitled "Four Bells" that has already gone into its third large printing, and of which reviewers say, "There are few better modern novels of the sea that 'Four Bells.'"

GAMALIEL BRADFORD, who was called by H. L. Mencken, "the man who invented the formula of Lytton Strachey's 'Queen Victoria'." His new book is "The Soul of Samuel Pepys."



CORRA HARRIS, the author of "The Circuit Rider's Wife," who has written a unique autobiography. "My Book and Heart" is the true story of a woman's heart and soul; a book of passionate belief in God and man. To thousands of readers, it will have a message of courage and inspiration beyond any other book published in recent years.

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WHEN EMMA SPEED SAMPSON wrote "Mammy's White Folks" and "The Shorn Lamb" she was writing of her own people. A resident of Richmond, Va., she knows the old South, and writes of it so intimately that the reader comes to know it, too. Her latest novel, "The Comings of Cousin Ann" is a sparkling romance of the Blue Grass country.



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McCLURE. Both "fundamentalists" and "modernists" will enjoy reading Marjorie Barkley McClure's remarkable novel "High Fires," in which she portrays the conflict between the younger and older generations with sympathy and understanding. Clergymen are recommending it. \$2.00



OWEN JOHNSON. Ten years ago his novel "The Salamander" topped the best seller lists throughout America. Now comes "Blue Blood," a new novel on a similar theme, which *The Boston Transcript* says "women will read and discuss eagerly, for in it Mr. Johnson has aimed a smashing blow at the entire feminine sex." \$1.75

COSMO HAM-
ILTON. Every season brings some volume of reminiscences which is the "smart" book to read. This Spring it is "Unwritten History." \$4.00



BERTRAND W. SINCLAIR. In "The Inverted Pyramid," the popular author of "North of Fifty-three," has forsworn his favorite field of the great out-of-doors and has written a striking and impressive Saga of the Northwest narrating the fortunes of the Norquays, a great landed family. *The New York Times* calls it "an epic of family honor." *The A. L. A.* recommends it for small libraries. \$2.00

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3. **SO BIG.** *By Edna Ferber.*

Entered February 20th, 1924. Has run five editions totalling 55,000 copies. Now leading the field. A winner. (Price, net, \$2.00.)

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, APRIL 12, 1924

Posters As Booksellers

The Purpose of the Poster Is to Turn Browsers to Buyers

By Ina Brevoort Roberts

THE purpose of the bookshop poster is to turn browsers into buyers. The bookshop should invite browsing but it should also suggest buying. Visitors coming to look and read should remain to purchase. The friendliest bookshop in the world will be a losing investment and therefore but transitory if it does not convert a certain proportion of its book-lovers into book-collectors and book-givers.

The way to do this is to present to the attention of each visitor the book he especially needs or wants and then to impress on his mind the idea of owning that book. The first is a matter of good books well displayed; the second, a suggestion of properly advertising these displays. It is not enough to place enticing books where people will see them; more than casual attention must be gained and held. The aid to this end is the pertinent poster.

Posters, both general and particular, adorn a bookshop if they are beautiful as well as useful. Beauty in a poster is achieved by means of careful planning and lettering and with appropriate illustrations cut from old magazines.

The posters dwelling on books in general are best placed on the walls; posters relating to classified books should form part of window, rack and counter displays.

Wall posters should never consist of quotations that, however fine and appropriate, are hackneyed. The fresher they are, the better. Truth does not change but the manner of expressing it must, to be apt, fit the times; then too we are learning constantly more truth that, while as old as time, is new to us.

Pertinent Posters

Good books are great men at their best.

"Everywhere have I sought peace and found it nowhere save in a corner with a book."—*Thomas à Kempis*.

Books are no longer merely literature; they are guide-posts.

All books printed were written for you.

For every human need there is a book.

Many books may be read anyhow, anywhere; some books one needs to own.

"He danced along the dingy days
And his bequest of wings
Was but a book. What liberty
A loosened spirit brings."

—*Emily Dickinson*.

"Blest be the hour wherein I bought this book;

His studies happy that composed the book,
And the man fortunate that sold the book."

—*Ben Jonson*.

The week celebrations so popular at present are a great help to booksellers. In February the birthdays of two of America's greatest men naturally would turn the thoughts of the public to biography. And the taste for biography cultivated in the winter will be found to be one that can also be indulged along with the reading of garden books in April or the lightest of light novels in July.

Posters for Biography Displays

For the deepest thrills, the most unexpected turns, breathless suspense and the most dramatic climaxes we must read Biography.

To learn how to overcome obstacles, read the lives of great men.

Nothing is impossible; if you don't believe this read what the world's Great Men have accomplished.

Valentine's Day, of course, suggests books. What better Valentine than a book, which may be a lover's offering or a gift from friend to friend. Everybody, however, does not realize that a book makes an excellent valentine. The bookseller is the one to spread these joyful tidings. He can do so by means of posters. Many of these posters can be used all thru the Spring when the young man's fancy is busy devising appropriate gifts. And when Easter comes, posters telling of the inspiration and comfort to be found in books should be part of the booksellers' display.

The Valentine that is never old-fashioned—a good book.

When in quest of a gift for a Friend, Remember that those who Love Books, Love Books Best.

Religious books of to-day fill a real need; they make for vital, happy living and service.

"What a sense of security in an old book which Time has criticised for us."

—Lowell.

"Who God doth late and early pray,
More of His Grace than Gifts to lend;
And entertains the harmless day
With a Religious Book or Friend."

—For Henry Wotton, *Character of a Happy Life*.

"All books are either dreams or swords."

—Amy Lowell.

"Hark, the world so loud,
And books, the movers of the world, so still."

—Bulwer-Lytton.

Displays of business books are appropriate at any time. More and more, business men are seeking to learn from other business men thru business books.

Build yourself a Ladder of Books and climb on it to where you Want to Be.

Whatever you need or long to learn,
There's a book about it;
Are you in doubt as to where to turn?
Some book just shouts it.

Books may be guide-posts in your life,
Pointing the finger of help;
Some book that you need right now—
today,

Is here upon this shelf.

Ask yourself, *not* "Can I afford this Book?"

But "Can I afford to be without this book?"

Advertising Superlatives

THE question of advertising vocabulary has been receiving a good deal of discussion, and, at a recent meeting of the National Dry Goods Association, the directors of the advertising group adopted new standards of practice to govern the profession and to raise the ethical tone of retail store advertising. The plan outlined is to be submitted to referendum votes thruout the country. "Advertising should not only be truthful, the resolutions said, but should at all times avoid the semblance of untruth or the suspicion of insincerity."

Understate rather than overstate. To this end:

"Avoid superlatives such as the 'greatest sale,' 'the biggest stocks,' 'never before,' etc. Not only is it unsafe to make such statements without qualification, but the public is inclined to discount their accuracy.

"Be as careful about the implications of your statements as about their direct meanings. Avoid ambiguous phrases and statements capable of misinterpretation.

"It is often wise to moderate even true statements when they are so startling as to appear incredible.

"In advertising 'sales' of 'special prices,' the language used should be so plain as to readily and unmistakably convey the actual facts in the case. We believe that carelessness and misunderstanding of terms is responsible for at least as many inaccuracies in advertising as dishonest intent."

¶A TRANSLATION INTO FRENCH of "Ulysses" by James Joyce is now under way by M. Valery Larband. M. Larband expects to have the work completed in about three years. Altho the French authorities made no objection to the publication of this book in English, it is thought that they may object to its publication in French, tho such objection is unusual in France.

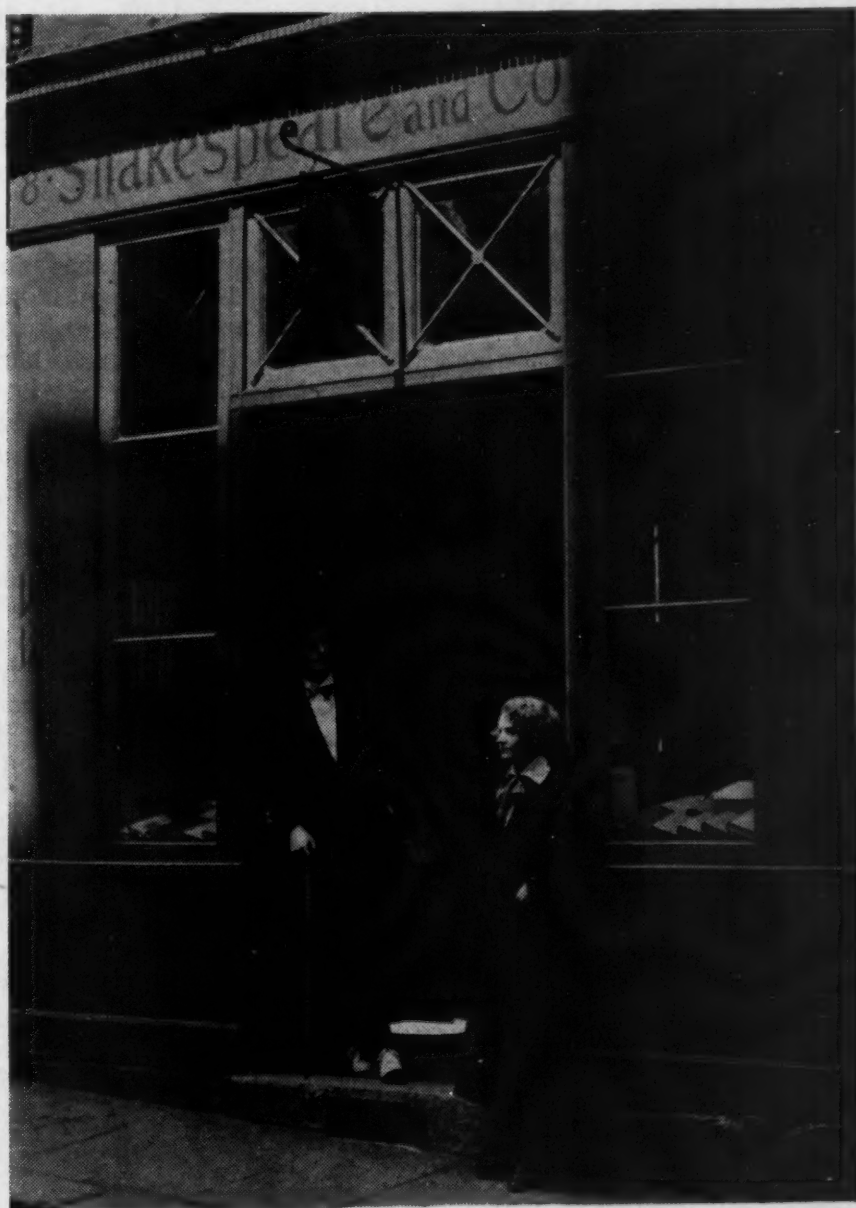
Shakespeare and Company—Paris

Successfully Selling English Books on a French Side Street

By E. Morrill Cody

TUCKED away in a little narrow street leading up to the Odeon in Paris, hangs a sign on which is painted the head of one Shakespeare, poet and dramatist. Behind the sign is a small American bookshop

given to her library, for she claims there is more real "Shakespeare" in Paris today than there has been in Stratford-on-Avon in a hundred years. Overlooking the bookshelves of her shop hangs a large engrav-



SYLVIA BEACH AND JAMES JOYCE, AUTHOR OF "ULYSSES," AT THE DOOR OF MISS BEACH'S SHOP

whose influence on the book-loving people of the Latin quarter and on the English and American writers of Paris, is yearly becoming greater.

"Shakespeare and Company" is the intriguing name that Miss Silvia Beach has

ing of Shakespeare looking down with kindly interest on the rich and the humble who pore over the volumes of what is termed "the best literature."

Miss Beach's bookshop is essentially a "character" store, the brown burlaped walls,

the grotesque Chinese goldfish, the pair of brass scales (just as the books were sold by the pound as they were in the olden days), and the feeling of old wood, homeliness, comfort, always clean without being shiny. But Silvia Beach is the principal character. Here is a rendezvous for the writers of today and tomorrow, each an inspiration to the other. There is an air of seriousness and witty intelligence about the shop that attracts those lovers of literature who consider books in the light of living characters rather than plots that turn out happily or unhappily.

The writers have brought their friends and admirers. Shakespeare has made them welcome; all can sit by the hour reading any book they fancy; they pick the books off the shelves just as they would pick them off the shelves of their own library. Miss Beach rarely urges anyone to buy a book that is unknown to him. Read it first, she suggests, then if you like it, buy it. If the author is in Paris, perhaps she will introduce you to him. Miss Beach is always sympathetic, kindly, witty, and has a thorough knowledge of the books she sells, can discuss them with the highly read and with the slightly read.

The author who is best known in connection with this shop, is James Joyce, the author of "Ulysses." Miss Beach arranged for the publication of this book after it was banned in America. The shop is full of associations of Joyce, many photographs, the stick which was his inseparable companion for years. Mr. Joyce with his strikingly good-looking face, has indeed attracted many people to the shop.

The Lending Library

Three of the four large bookcases in the shop contain books for the lending library, which is the main feature of Shakespeare and Company. Miss Beach points out with scorn that in a public library the borrower of a book cannot purchase the books he likes, but must return them on a set date and wait perhaps weeks, before taking them out again. Miss Beach has no system for lending—a system would spoil the intimacy of the library. When a new subscriber joins, a card is filled in with the person's name and address. This is kept on file, while another card is given to the subscriber showing the date of expiration of his subscription. When the subscriber takes out a book, the name and date are entered on the first card only. When he returns the book and takes out a new one, the new title and date are marked. On the inside of the front cover of each book is

an ex libris with the name of the shop and a drawing of Shakespeare. There are no other formalities, no numbers, no cards for the subscriber to worry about, no references required. No more books are lost by this method than in the more complicated systems—less, if anything. The lack of formality appeals strongly to all American patrons.

The deposit required is less than a dollar, except on old and rare editions. The fee of fifty cents per month entitles the subscriber to one book at a time and as many different books as he desires. By subscribing for a year the fee is reduced to a little over four dollars. Miss Beach has about one hundred subscribers whose fees are enough to cover her expenses, and what profit she makes is on the sale of new books.

Patrons Largely From Humble Classes

The shop has all kinds of patrons, the youngest subscriber is four and a half years old, and she picks out such books as the *Jungle Book* to have her nurse read to her. Another subscriber is nine years old and comes in for a new book practically every day. Every time he comes Miss Beach thinks that she has exhausted the supply of books that will interest him, but he always finds a new one. The only requirement is that the book be "right to the point." Another subscriber is so old that he must be carried in on a wheel chair.

Miss Beach has not located her shop in a particularly convenient neighborhood, but rather selected the place because of the interesting character of the district, it being in the oldest part of Paris, full of quaint narrow streets, beautiful arched doorways, and moss-covered stone courts. Miss Beach is convinced that only the people really interested in books, buy them and those people will come from any part of the city, no matter how far it may be.

In fact Miss Beach has all the theories that so many booksellers would like to believe, but nearly always sacrifice because of "financial interest." In Shakespeare and Company these theories are put in practice, and they work! It does not follow, however, that they would work anywhere else.

About half of the people who come to the shop are French who prefer to read English literature in the original. Many of these people are themselves writers and bring to the patrons of the shop a thorough knowledge of the best in French literature.

The patrons of Shakespeare and Company are largely of the humble classes, the students and the artists. Miss Beach does

not believe that a bookshop in the more fashionable districts would be a success. To illustrate her belief she tells of a fashionable lady who drove up to the shop in her car, accompanied by her daughter, age fourteen. The daughter asked for a copy of Alan Seegar's poems.

"Mamma, may I have this book," said the daughter pointing to a recently published diary.

"No! I told you you could have only one book, and now you have it."

"But, mother, I want it very much." They argued as they went out the door. "May I have it instead of the manicure set?" This suggestion brought horrified exclamations from the mother. Eventually the book was bought.

"But," says Miss Beach, "how many prefer the manicure set! And even if they do prefer the book, how many can fight against their training?"

When "Ulysses" was first published, it sold for 150 francs. The wealthy people invariably objected to the price as being too high, but the students never complained, and one was known to have stayed in bed for four days, so as not to arouse an appetite, in order to buy a copy.

Going Contrary to Many Rules

In establishing her shop, Miss Beach has been greatly aided by her friend, Mlle. Adrienne Monnier, who has a bookstore across the street from Shakespeare and Company. It is thus that Miss Beach has been able to avoid all the complications of French red tape. It is doubtful if she could have even rented a place of business without Mlle. Monnier's assistance, as landlords are not fond of renting to foreigners, especially during these days of housing shortage. But now Miss Beach is firmly established and is held in high respect by her neighbors.

It is interesting to note that Mlle. Monier opened the first lending library in France just a few years ago. It is a great success and today there are two or three others.

Miss Beach is very appreciative of the cooperation that she has received from the publishers in America in allowing her easy methods of purchase and liberality in discounts. The English publishers are much more strict, requiring full payment in advance and only twenty-five per cent discount. French publishers allow a third discount and will deliver books on monthly deposit. The bookseller may return at the end of each month books for which he thinks he has no market.

The duty on books coming into France is not high, being one and one-tenth per

cent. But the increased cost of obtaining them is in the time it takes to get them thru the customs. Sometimes it is necessary to wait in line for several hours and then to take the books home by taxi for lack of other means of transit. Miss Beach's only assistant, a little Greek girl, spends easily half her time in these formalities.

One of the first things that struck me on entering the shop was that no prices are marked in any of the books. When someone wishes to buy a book, Miss Beach figures out the price from the American or English price on the basis of current rates of exchange. If the price were already marked in the book, the purchaser might feel that it was rather high without realizing that it was the home price translated into francs.

The high rate of exchange makes the purchase of American books prohibitive for many over here, but on the other hand the favorable exchange is drawing more and more Americans to Paris, many of whom sacrifice other things that they may have around them the books they need and love.

Shakespeare and Company is a unique bookshop, going contrary to many of the principles laid down for the "successful bookseller," but it is making a success, slowly but surely, just the same. And that success will have in it something much finer than the mere sale of books. It will have given aid and encouragement to many writers who might otherwise have been lost in the shuffle, and will have given to many readers a new angle on the personality and intimacy of books and their authors.

Business Books on Increase

THE large place that business books are taking in publishing activities is given still further evidence every day. Twenty years ago, a list of new books in this field would have been brief, indeed. Today, such a list as that covering eight pages in the *Library Journal* of March 1st and containing only the best material of the last year and a half indicates how far this development has come. Ethel Cleland of Indianapolis has edited the list, which deserves careful checking by every bookseller in the field. The list is classified to cover banking, industrial problems, accounting, office and secretarial work, insurance, real estate, foreign trade, advertising, etc.

"Perhaps the most interesting thing," says Miss Cleland, "about the present list is that in almost every field covered general discussions such as are naturally expected are more and more being supplemented by more detailed treatises on specific topics."

Bringing Books to Guilford

By Andrew Millar

PAUL'S plan to bring the matter of credits to an issue thru the New Idea Club brought results. Mr. Clionel, the president, expressed himself as willing to have the subject discussed and Thomas Hinkson, the club's haberdasher, agreed to make the talk. Hinkson naturally was a heavy sufferer thru bad debts and he spoke on the matter with deep feeling. He confessed that he had little way of knowing whether an account would prove good or not, so his general course had been, when the amount was small, to "take a chance." He stated that his losses had been considerable and that persistent "dunning" over a long period had been all that had brought debtors to time.

"The people of this town can be taught to pay their bills," he asserted, pounding the table with his fist, "and if we work together we can make them do it."

Other members spoke of the unfortunate state that existed, due to lack of cooperation, and the club unanimously voted that the organization of a credit bureau was an eminently proper activity for the club. It was not designed that the bureau should limit its services to club members nor that the club should be officially identified with it beyond the period of organization. As President Clionel said, it was a worth-while community work and as such was what the New Idea Club was for. He appointed a committee of three members of which Mr. Hinkson was chairman, the other two being Ernest Macklin of the department store and Paul. The committee got actively to work and within a week had called a meeting of the retailers of the town, which was attended by over fifty men who represented practically all kinds of business. Even Simon Leffer was there, but when he learned that Paul was on the committee and moreover that he might be called upon for financial support, he expressed an opinion

CHAPTER XXIII

The Matter of Credits

***P**AUL TRAYNOR, being a new-comer in Guilford, is more conscious of some of the town's defects than are older residents. He is so interested in the question of credits that he brings it before the New Idea Club. So a committee is appointed, of which Paul is a member, to devise a way of protecting Guilford merchants from bad debts.*

that there was "nothing in it." He was almost alone in his judgment, however, and, while a few merchants, mainly those

whose business was exclusively cash, declined to cooperate, the meeting voted to organize the Guilford Retailers' Association, with monthly meetings and voted to

organize a Credit Bureau immediately. It would have seemed that Mr. Macklin would be the natural choice for president, but it must be borne in mind that he carried a wide variety of lines and therefore came into competition with most of the merchants present. So Ronald Partridge, a furniture dealer, was

chosen president, and his first official act was to name the same committee to go on with the work of starting the Credit Bureau and to bring a report to the following monthly meeting, this to be in November.

The bureau as organized was simple and required the services of only one employee, a Miss Ranger, who agreed to accept the position for eight hundred dollars per year. The committee agreed to supervise her work without compensation, and the expense was met by a graded assessment, the stores paying ten, fifteen and twenty dollars each annually, according to a rating established by the committee. Mr. Leffer made a long speech in which he contended that Macklin's should pay at least a hundred dollars, but as Mr. Leffer would not definitely commit himself to paying even ten dollars, the meeting did not take his remarks very seriously. The bureau printed some standard form cards requiring certain information from all purchasers seeking credit, particularly as to stores where credit accounts had been maintained. Miss Ranger then learned from these stores what the customer's payment record had been. If good the account could be immediately O.K.'d. In the course of time, the Bureau had a complete file of a preferred

list, this being a pretty complete summary of Guilford citizens who bought on credit and whose record for prompt payment was 100 per cent. Receiving a call from any store, Miss Ranger examined the preferred list. If the name was listed thereon, that was sufficient. Otherwise, further investigation was necessary. Gradually the existence of the preferred list came to be known and while a few resented it, the great majority were anxious to get on it and to maintain a record that entitled them to remain there. When a purchaser became noticeably slow, he received a tactfully worded letter referring to his fine standing which enabled him to buy on credit in any store in Guilford and mentioned the undesirability of allowing anything to mar that enviable reputation. The system worked out splendidly. It improved conditions in Guilford enormously, and the dead-beat practically had to cease operations. He was known in every store as plainly as if he had worn the words "dead beat" across his coat. It would be pleasant to say that the system worked one hundred per cent but the human element interfered with this. Some of the merchants would not cooperate fully by reporting slow pay accounts, particularly when the slow payer was a personal friend, and other stores were diffident about giving full information about their good customers. The competitive spirit dies hard, and it was very rife in Guilford where anything approaching cooperative effort had been limited to the activities of the New Idea Club. Paul felt extremely pleased that his idea had started the agitation for a Credit Bureau which had resulted in the organization of the Guilford Retailers' Association.

The Credit Bureau was in full swing by November first and Paul was thus well safe-guarded against undesirable charge accounts during his first holiday season.

Paul succeeded in side-stepping a good many of the early mistakes that are made by most beginners in business. This was due to one thing, his willingness to profit by the experience of others. He did not think he knew the whole thing, that his opinions could never be incorrect, that any man beyond forty was "an old fogey." Paul was inclined to be impetuous as is the habit of youth but he had also a well developed bump of caution that often held him back. He did not hesitate to seek advice from his father, from Mr. Kirkland and from Mr. Penton. He was willing to work very hard and he had taken only sufficient recreation to "grease the wheels" or to avoid becoming the proverbial dull boy.

"If this store doesn't make good," he said to Mrs. Cantry, "I don't want anyone to say that it was due to any unwillingness on our part to do everything possible."

"You are a bear for work," said Mrs. Cantry, which was one of the few bits of slang that lady ever permitted herself.

Tho Paul avoided most of the errors common to beginning merchants, he did fall into one very easy mistake that is not limited to novices by any means.

One day a lady inquired for him, and after introducing herself, mentioned the object of her visit.

"We are giving a play," she said, "for the benefit of the Candy Fund and I am in charge of the program."

It seemed that the Candy Fund had been organized to provide poor children with candy at Christmas. So many organizations attended to the necessities that the children were often left without any of the little luxuries that so delighted their childish hearts.

Now Paul well knew of the work that the New Idea Club was doing in co-ordinating all the worthy charities of the city and he should have seen as a business man that it would not do to mix his advertising and his charity funds, and that a new business cannot afford a welfare fund. However, the double appeal of doing something for "the kiddies" and at the same time getting his announcement where it would be read by "seven hundred of the best men and women in Guilford" proved very strong, and Paul allowed himself to be beguiled into taking a small space at four dollars for the insertion.

When the lady had gone, Mrs. Cantry observed: "I wish I had known she was coming. I would have warned you against her. That ad. won't do us any good."

Now, Paul was a bit conscious that he had probably been a little foolish, and this made him sensitive to any criticism. So he let his temper get the best of him and said sharply, "I'm the best judge of that, Mrs. Cantry."

Mrs. Cantry retorted in kind, and the two argued with increasing heat for ten minutes, when they both subsided, into a studied coolness which prevailed all afternoon. When closing time came, Mrs. Cantry proved that middle-age can be hot headed too, and she "resigned" with a very much put on dignity, to which Paul responded with a frigid "Very well."

But after she had gone, following a most formal hand-shake, Paul realized how foolish he had been and he said:

"Good night. Now, I am up against it."

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

April 12, 1924

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Boys and Out-Door Books

"HAPPY is the father who knows what his boy reads," said Dan Beard presiding at a dinner given by the *Boys Life Magazine* to its most distinguished contributor, Douglas Fairbanks, and he asked all of those who were interested in boys' reading to help connect the boys' interest with the interest of his father. In a large part, he said, their reading interests are identical—books on the out-of-doors, books on practical affairs, books of adventure, books of the sea, books of the west—all of these books can be read by father and son simultaneously, with an increased mutual understanding. When the father is aware of what the boy is reading, the reading is usually proceeding in a right and healthy direction. When there is plenty of reading matter in the house, which satisfies the boy's curiosity and love of adventure, the back alley interchange of cheap literature is of little interest.

The outdoor season is now beginning, with its increased interest in the spirit of healthy adventure and the active life. It is a good time for fathers to increase the supply of books of information and adventurous experience, with a heightened enjoyment of everything that spring and summer may stand for to a normal, restless, growing boy.

English Book-Trade Problems

THE recent speech of the president of the English booksellers' organization shows that the retailers of Great Britain are inquiring as to what method will bring back the booksellers' shops that existed forty years ago not only in larger cities but in smaller towns. They are asking how to educate young men in the trade and why the trade does not attract better

educated men. We believe that they will find their answer in a program for cooperative campaigns to increase book interest. That is what has happened in this country, and the admirable program of the Society of Bookmen in England would have similar effect. We know that that plan would find doubters, as would any general cooperative program spending money, but that it would help to make the public book conscious and would interest people in coming into the business because it began again to sound like a live field seems to be the logical, inescapable result.

As booksellers in the United States have often felt that they only had problems of rebuilding a profession and, as our publishers have often felt that their problems had especial difficulties compared with England, there is perhaps a little comfort in reading that there are similar problems in England. There will be both comfort and satisfaction if they can read later that all parties in Great Britain have got together for a forward movement.

Carrying Concealed Weapons

THE press has been commenting during the last week on the action of Butler's, the big wholesale house, which has publicly announced that hereafter it will stop all selling of pistols, believing that the concealed weapon has become a real menace to the country and that, altho it has for forty years carried this line of merchandise and built up a very large business, it believes that it will be better satisfied with its own activities if it has no part in the distribution of dangerous arms.

Such an action in advance of any legal pressure might carry with it some suggestion to such booksellers as may believe that they are justified, because of the profits that can be had, in carrying dangerous books, books classed both by seller and by buyer in the field of admittedly obscene literature. Two booksellers have been in court recently for selling books which the entire trade knows they should be ashamed of handling, and another indictment is at present pending.

This class of book is not that which is being discussed in the New York courts, but is salacious matter of admitted character. It would seem well for every bookseller to think over the status of his own personal reputation, and if he finds he is handling material he is really ashamed to handle, to drop that kind of traffic without waiting for any pressure from the outside.

For Attorney General

THE appointment and confirmation of Harlan F. Stone of New York as Attorney General of the United States comes as a matter of interest to the book-trade, as he has been counsel for the National Association of Book Publishers in their study of the censorship situation. When the Association decided last year to have made for it a survey of the general state of censorship laws thruout the country, Mr. Stone, who had been connected since he retired as Dean of Columbia Law School with the law office of Sullivan & Cromwell, was asked to do this. He investigated the whole situation, reported on the varying conditions, drafted suggestions for possible action in New York State, and represented the Association at the hearing in Albany the middle of March.

Why People Buy Magazines

IT is not very often that the book-trade thinks of itself as in competition with other forms of print—the newspaper and magazine—any more than it takes time in wondering what will be the effect on its prosperity of the moving picture or the radio. Books have, thru many generations, proved able to hold their place as the art preservative of other arts and as a form of diversion and education. Especially has there been reason for confidence in the place of books in the community since publishers have so strongly turned their efforts toward increasing the number of outlets and the smoothness of distribution.

It is only when competitive agencies seek temporary advantages for their business at the expense of the general progress in this distributive system, that the book-trade is disturbed with regard to the healthy trend of its progress. Sometimes periodicals do not seem to have a similar sense of confidence in a growing public. No month goes by in which some periodical publisher does not step into prominent display space to state that, in his opinion, there are a number of people who would not buy magazines unless there is presented to them at the same time a book or special price on a book.

The monthly or weekly product the magazine publisher is selling has an enormous amount of good material, the great cost of which is largely covered by the contribution of advertisers; it has the advantage of a very special rate on postage, which the book cannot have, and yet, in order to sell the product thus doubly supported its publisher

leans for support on the book, a product which has neither the advantage of advertising revenue nor special mail rates.

Neither can it be said that these exploiting efforts give any advantage to the book. The customers thus built up do not become regular book buyers, and the magazines, with one or two exceptions, do not continuously endeavor to serve the customers thus obtained. It is an in-and-out effort to obtain certain goals of circulation, and, when these goals are obtained, the matter of book distribution is lost sight of. The magazine, having obtained an additional 10,000 circulation thru such a method, its publisher will soon be at work on some other plan of circulation building.

If the machinery of permanent book distribution were not so difficult to create, this temporary interruption might not be so important, but, considering the importance of progress in this direction, this practice of the magazine, which already has many advantages over the book, seems an unfortunate injection of alien interest. One can pick up at random expensive display pages in current magazines and see such offers as these:

A \$4 magazine will give a very prominent current \$1.50 book free to anyone who will fill out a coupon and send a subscription.

A \$5 magazine offers free books, varying in list price from \$1.50 to \$2.

A \$6 magazine offers a large specially prepared book of unknown value.

A \$4 magazine offers a currently popular \$10 set for \$9.50, including the magazine. The book's fame has been built up in the bookstores, but the magazine is given the first opportunity to sell it at a reduced price.

Another periodical says:

"If there is an unread book of yours, delay no longer, send us its name. We may be able to combine it with a short or long term subscription to our magazine at a saving that will surprise you. Or, if you are a regular subscriber to our magazine, send the price of a book (no postage extra), and 15% of that book's cost will be automatically credited to your subscription account."

After reading these various efforts to sell a magazine product, it is a pleasure to turn to the pages of other magazines, which boldly ask the full list price for their product and apparently find people who believe that that price is what it should be and pay it. If for a spell of a year or two magazines would give away candy or flowers instead of books, it would be a relief to those interested in building greater book distribution.

Year-Round Bookselling

April Announcements From

Prize Contests for Booksellers' Convention

Publishers' Association Offers Prizes for Publicity Ideas

PRIZES for original publicity ideas will be awarded at the American Booksellers' Association Convention, May 12th to 15th, in New York, by the National Association of Book Publishers. The contests close May 10th, and booksellers should mail their entries in time to reach the National Association of Book Publishers' office, 334 Fifth Ave., N. Y., before that date. Two prizes will be awarded in each of the four contests. Any bookseller may enter one or more of these contests, whether or not he expects to be able to attend the Convention.

For clipping or set of clippings showing most effective publicity (news or editorial) placed by a bookseller, May, 1923-May, 1924:

First Prize\$20 Gold piece
Second Prize\$10 Gold piece

For clipping or set of clippings showing best advertising (space paid for) placed by a bookseller, May, 1923-May, 1924:

First Prize\$20 Gold piece
Second Prize\$10 Gold piece

For photograph of best store or window display, May, 1923-May, 1924:

First Prize\$20 Gold piece
Second Prize\$10 Gold piece

For best 200-word account of a new feature mail order effort, window display, community contacts, or other new developments that noticeably increased sales of children's books, May, 1923-May, 1924:

First Prize\$20 Gold piece
Second Prize\$10 Gold piece

Judges—

Hugh Shields, Denver Dry Goods Co.
Chairman, Convention Round Table,
Publicity and Advertising.

Marion Cutter, Children's Book Shop, N.Y.
Chairman, Convention Round Table,
Selling Children's Books.

Marion Humble, National Association of
Book Publishers, N. Y.

Gardening Books

THE General Federation of Women's Clubs is back of the Garden Week movement, which runs from Easter to April 26th. The movement has had the special approval of President Coolidge and of Secretary Hoover, and the United States Bureau of Education has added the fine power of its support by asking schools to emphasize gardening in their programs on Wednesday, April 23rd.

The local club women will be interested in the cooperation of the bookstore, and the principals of the schools may be glad of help in getting class interest in gardening.

"Gardening in Winter" by Mrs. Francis King, author of "The Little Garden" in the February 9th issue of the *Publishers' Weekly* will give the bookseller an excellent bibliography of garden books.

Convention Round Tables

ONE of the successful features of the Detroit Convention was the Round Table discussions, and Marion Humble of the National Association of Book Publishers has this year been asked by the Program Committee to take that part of the Convention activities in charge.

She has arranged for a conference on selling children's books, conducted by Marion Cutter of the Children's Bookshop, New York; one on publicity and advertising, conducted by Hugh Shields, manager of the book department of the Denver Dry Goods Co.; another on bookstore accounting and records, in charge of John Kidd of Cincinnati; and a fourth Round Table on training assistants, not yet outlined.

The Church Library

BOOKSELLERS would do well to distribute among ministers and church leaders of their communities the little folder just printed by the Year-Round Book Committee called "The Church Library." This folder puts in brief form suggestions as to the many ways in which books should take their place in church activities. Extra copies can be had from the Committee headquarters at 334 Fifth Avenue, New York City.

Campaign Bulletins

Committee Headquarters

"BOYS' WEEK" begins Sunday, April 27th. It is backed by the International Rotary Clubs for this fourth annual observance, and has the backing also of leaders in the field of education and business. This gives a fine opportunity for the bookstore to emphasize the importance of books in the lives of our boys. It will be easy to obtain thru the local Rotary Club the names of the "Boys' Week" Committee.

The International Committee has already suggested that the presentation of a list of books to every schoolboy should be part of the Week's program, and the bookseller would be of assistance in seeing that this suggested feature is carried thru.

Friday has been designated as Boys' Day At Home, which perhaps offers a special opportunity to emphasize the need of home libraries for every boy.

The fact that this "Boys' Week" comes at the beginning of the out-door season gives special reason for displaying the practical and out-door type of book.

The National Association of Book Publishers has issued a new poster, shown on this page, which will serve to center "Boys' Week" exhibits.



POSTER FOR BOYS' WEEK APRIL 27—MAY 3 AND FOR YEAR-ROUND PROMOTION OF BOYS' BOOKS

"Why I Wrote It"

A SERIES of articles by leading authors on "Why I Wrote That Book" is being sent out from the National Association of Book Publishers, and a large number of leading papers, including the *Boston Transcript*, *Providence Journal*, *New York Herald & Tribune*, etc., have already signified their interest in printing this series as released. It is expected that over a hundred authors will give to these papers the story of how they happened to write their latest book.

"Why I Wrote 'Lummox,'" by Fannie Hurst, is the first of the series, and was released April 6th. Other authors writing these two hundred word comments are Joseph Conrad, James Branch Cabell, Honoré Willsie, Maxwell Struthers Burt, Michael Pupin, Basil King, Samuel Hopkins Adams, William Jennings Bryan, etc. These will be issued for daily publication and given to one paper in the city exclusively. Word will be sent to the booksellers in the cities where these are to be released, in order that they may connect their displays with the stories that appear.

Cloth, Extra Gilt

Books in "The Fabulous Forties"

MEADE MINNIGERODE in the introduction to his book (*Putnam*), writes that the decade of the Forties was, primarily, an age of prodigies, paradoxes and parades. Prodigies of display and bathos; paradoxes of elegantly cultured, credulous vulgarities, parades of all the self-evident virtues.

The New York *Herald* in 1848, reporting that the year's production of books totaled 180,000 school books, 32,000 juveniles, 13,000 moral and religious books, 11,000 volumes of poetry, 6,000 works of fiction, and 5,000 works on phrenology, printed an editorial on the trashy literature of the day. The editor stated that, "this species of literature is actually unfit to be read; we allude to the productions of Bulwer, Dickens and others in England . . ." There followed a denunciation of booksellers and publishers as servants of the devil.

Truly with Dickens so reviled because of his "American Notes," the popular literature was of little worth. Such books as "The Treasury of Knowledge and Library of Reference" and "The Art of Love, or How To Woo and How to Win," showed an early taste for the outline form of handling large subjects by sweeping generalities.

The novels which attained the largest sales were "sentimental, adventurous trash, staggering pompously on stilts thru freshets of tears." Bestsellers were Ellen Pickering's "Kate Walsingham" and "Who Shall Be Heir?," Mary Howitt's "Hope On, Hope Ever, Strive and Thrive," Charlotte Elizabeth's "Humility Before Honor" and "The Wrongs of Women," etc. Those were the days of the "or" titles—"The Amber Witch, or Mary Schweidler," "Diving Nell, or The Doom of the Friendless," and "La Bonita Cigarera, or The Beautiful Cigar Vender." These were typical paperback melodramas, hardly more than scenarios with incidental dialog, in the customary ten chapters. The authors of these "penny dreadfuls" wrote nine chapters in the meandering style of long novels and then crammed all that was left of the story into the tenth—and in an explanation to the reader blamed the parsimony of the publisher. However, the impossible adventures of the hero and Princess Cecilia were told in a succession of volumes that ended only with the author's death.

The five novels of Charles Brockden Brown were immensely popular. For a hundred years editions of the works he wrote before the age of thirty were still being published. "They are original in every sense . . . full of energy and pathos, they abound with passages of genuine eloquence and irresistible force. Few works excite such breathless anxiety and awful apprehension." In many respects imperfect and in some ways the most objectionable works in American literature they were both powerfully and masterfully conceived.

Two novels published in the early Fifties which present a summing up of the environment and influence of the Forties were Susan Warner's "The Wide Wide World" and "Queechy." Her heroines, Ellen and Fleda, are representative of all the little girls of the period. The most striking characteristic of the time was the religious fervor which animated individuals to an extent which is almost incredible to readers of the present day. The books show the children of that age as insufferable little prigs. The pages are damp with useless tears.

The books were then being written which later attained prominent places among the best of America literature, the popular books of the Forties were of a type which would be valuable only as material for the worst motion picture ever screened.

A Twenty Year Club

AT Woodward & Lothrop's in Washington they have a "Twenty Year Club" composed of employees who have been in the service of the company for two decades or more. It was organized by Fred E. Woodward, Manager of the Book Department, eleven years ago. This year the Club had its annual banquet and frolic at the Raleigh Hotel attended by 99 full fledged members, the number having increased from 69 in 1913 when the Club started. A novel and not unpleasant feature of the celebration was the distributing of a souvenir in the form of a twenty-dollar gold piece. Twelve of those present have been in the service forty years. The Club and its record is a thing of pardonable house pride.

Specialization In Bookselling

The Ninth Lecture in the Temple Scott Course

THE subject of specialization came to the front in the ninth lecture by Temple Scott at the College of the City of New York, and Mr. Scott's own development of the subject was supplemented by talks given by Brian Brown, head of the department of philosophy and psychology at Brentano's, and by Marion Cutter, of the Children's Bookshop.

In introducing the subject, Mr. Scott emphasized the fact that specialization is likely to be increasingly in evidence in bookselling as the demand for books increases and as the standard of the service is raised. Specialization, he said, is a peculiar and difficult field of development for the beginning bookseller. It demands extra knowledge, and extra knowledge can only be obtained by application and diligence.

Specialist Must Have Broad Territory

Specialization means that the bookseller himself must know more, and secondly, that the place in which he carries on his specialization must be suitable for the success of the business. He pointed out that no specialty shop should expect to thrive on the business of the immediately surrounding neighborhood, but that the specialist should expect to draw for his business on broader territory, not only the territory of a large city but of state and national extent. He instanced the store of Orientalia on Fifty-Seventh Street, New York, which G. M. L. Brown has developed, and which, in spite of its location, handy to such a great travelers' center as the Plaza, could not possibly find customers enough for its highly specialized service in books on the Far East without drawing a patronage from every part of the Union, as it does. He instanced, also, the new store handling books on South America, recently established in New York, the proprietor of which, Edward W. Ames, is a man thoroly conversant with the business and who can build business even on an upper floor, because those who must have this material will send a long way for it. In London, he said, there is a famous store devoted entirely to books on travel, with tens of thousands of volumes in stock, largely books out of print, and no scholar or traveler making a special study of an area could get his full material together without writing

to such a shop for the books not easily obtainable elsewhere.

How exacting becomes the need for classification and special knowledge in developing some subjects is shown by the fact that a specialist in travel books must know the geography of the world thoroly, all the writers who have written on the different countries, the merit of their writing and their attitude of mind toward what they write; also, whether the subject has been approached from an economic point of view, or from the point of view of history, or science. To get some idea of what a specialist in history would have to know, one need only look at the bibliographies in the back of the "Cambridge Modern History" to realize the range of information that would have to be in the mind of such a bookseller. This information and practical knowledge of available material should be gained before going into a specialty, as it would be expensive to take business time to lay the foundations of such knowledge.

The fields of children's books and religious books, Mr. Scott felt, were areas that could be most easily developed in various cities or as departments of larger stores, but, in going beyond that to found a separate shop one must be sure that the field is large enough and the demand great enough to justify the experiment. He suggested that New York ought to have a shop specializing in technical and scientific books, which it now lacks.

Specialization in the Large Store

The great opportunity for developments in specialization, he felt, was in the large store, where the general business of the firm brings customers who can, in the several departments, be handled by experts whose knowledge can be as profound as that of the manager of a separate specialized store.

The speaker that he immediately introduced presented a notable example of what such specialization could do, as the department of psychology and the occult in Brentano's has now a national reputation. It has developed, under the direction of Brian Brown, from a few shelves of books to a large and active department which can sell books by twenty-fives and hundreds which were previously sold by ones and threes. Mr. Brown's talk gave complete evidence of how such growth could come about, as he

displayed a thoro acquaintance of a great range of information from Oriental philosophy to applied psychology. He believes that no bookman can put a thing into another's consciousness that he does not know thoroly himself.

He gave a vivid picture of the place that a bookman, who does know a subject thoroly, can come to have in the community in which he serves. Besides knowing the subject in all its ramifications, he gave interesting suggestions of the practical methods of studying public interest and of keeping step with public interest in the stock.

Current Waves of Interest

It had been estimated that there are between fifteen and twenty million people reading on the subjects covered by his department, which includes psychology, applied and academic, philosophy, psychoanalysis, mysticism, spiritualism and advanced thought, the latter term being one used in his department for "new thought," which can hardly now be considered "new" as a system of thinking. He believed that most booksellers are afraid of these subjects, judging by the experience of the travelers from Brentano's who have some of these titles to present, but, . . . the public wants the books. As another indication of the breadth of this reading interest, he stated that the magazine called *Psychology* has, in six issues, obtained a circulation of ninety thousand.

A large proportion of this great reading public, he felt, is composed of people who have fallen away from denominational groups of one kind or another and who, having lost their group philosophy, are seeking to work out, by reading, some philosophy of their own, each individual working his way along from one point to another and thus building his personality and growing in intellectual understanding. He instanced a man who came into the store, and, seeing a book of rather elemental thought on the counter, said: "Mr. Brown, does anyone read that book now?" "Yes, it is in demand. Did you ever read it?" And the answer, "Oh yes, but years ago." This man had grown to other books and had felt that the whole world had moved on, while each new reader has to begin and find his own way.

He warned the bookseller against pinning too much faith on current waves of interest, for example such subjects as spiritualism, autosuggestion, etc. These demands must be met by keeping in careful touch with the discussion, but it is easy to get over-

stocked and have the tide subside and leave too many titles on the shelf. Mysticism, he indicated, is having a very large revival today. One way to estimate the waves of interest is to watch notices of public lecturers and what they are talking on, as they keep to subjects as long as they are popular and then pass on to other themes. He believed that the time has come when all booksellers must know more than they had in the past, as only by some plan of specialization can the needs of the public be met successfully.

Miss Cutter gave a most human and enlightening story of her personal experience in establishing a specialized shop in children's reading. With the training of a children's librarian, she had the business impulse and could not see, as a native New Yorker, why New York could not have specialized children's reading service as well as Boston, where Miss Mahony had found good support for such an institution. She pointed out that, in building such a business, there are adventures and risks which a department head of an established store would never see. Launching her new enterprise in the fall, she no sooner got under way than she received notice from the landlord that the building was to be torn down on March 1st. Then, an accident to herself decreed that the store should not be opened for three weeks. Then followed one of New York's worst storms, and the side street in which she had opened her shop could not be used for automobile traffic for another month. Then came the move to Forty-Seventh Street, with new demands for room decorating. Here she found that a great deal of her business came from outside of the city, from people who found her address in magazines in which she was advertising, from people who wished their children to have a personal service in reading that they could not obtain in their own cities. This year, for a second time, she faced moving, and is now developing a new program on Fifty-Seventh Street, because here she is in a residential district, with an ideal clientele for her particular type of books.

Selling Children's Books

She believed emphatically that a children's bookshop should not stress to visitors any educational program, but should be a place of joy and pleasure for children, supplying books to parents that meant joy and color in the children's lives. The children, she felt, needed more freedom in their reading, and in her store there was a large demand for books for children whose homes

already had the outstanding world's classics and needed further reading in wide and varied channels.

One of her recent successful displays was the one connected with Kate Greenaway's birthday on March 17th, and now she is having an exhibit of outdoor material that has brought in many customers. She believed that in the small bookshop the heart-rending problem is that of bringing people to the shop, while in the large store it is rather a question of the selling technique, as people are brought to the large store by its general reputation. She added humor to her picture of the small bookshop problems by telling of the strange requests that come to the little shop—of the negress who wanted to leave her two children there for the day while she went to work, of the authors who insist on her taking half an hour to read over some of their stories, of the illustrators who want comment and encouragement, of the salesmen of knickknacks who feel that their wares would make a fortune for her, and of the innumerable queer demands that flow in from any city street.

She believed that the experimentation done by the pioneers in the small bookshop indicated that there will be a growth in this direction and that in the large cities, at least, specialization thru the small shop will go steadily on.

Poet Laureate Here

THE visit to America of Robert Bridges, Poet Laureate of England, is of more than ordinary interest. He is to be the guest for three months of the University of Michigan, in accordance with that University's plan to entertain and enjoy the presence of leading poets, part of which plan was Robert Frost's residence there for two years.

Dr. Bridges did not prove an easy subject for American interviewers, and passed to the reporters a prepared statement. The last thing he wished to do, he said, was to give forth impromptu estimates of American poets, nor would he be drawn into any comments on the New York sky line.

During the last few years, he has had frequent invitations to visit the United States to attend educational conferences, but had been unable to come. He is especially interested in the collaboration of American and British philologists, "in order to spread in educational and literary circles a knowledge of scientific and historical principles which are necessary to guide the development of our common speech."

Rules For a Successful Community Bookstand

Condensed from an Article in the *American News Trade Journal*

YOU must know your community. The basic idea behind a community bookstand, as differing from the usual bookstore, is that you are a non-professional dealer in books, depending more upon your knowledge of the interests of the people in your community than upon the technical knowledge of the book business required for a larger bookstore. Your main task is to find books that fit particular interests of your customers since you cannot carry a complete stock.

You must be a real seller, not simply stocking a few books and waiting for possible customers to come and buy. Nor can you depend entirely upon display. If you do not employ personal salesmanship you should not attempt to conduct a bookstand.

You must buy cautiously. Never be carried away either by a publisher's salesman or even by your own enthusiasm. The greatest danger in retail book business is the danger of overstock caused by too enthusiastic buying.

You must advertise. You must employ every modern method of publicity to keep before the community the fact that it is your business to supply everything it wants in the way of books.

You must cooperate with community leaders. The teachers, preachers, and all others taking any part in community progress should be boosters for your bookstand.

You must develop catalog customers. Your chief function is to have catalogs and lists available so that you may promptly take orders for the future delivery of any books requested.

You must arrange and classify your stock by a simplified system. You must adopt a system of arrangement fitted to your particular requirements.

You should maintain a reading information bureau. Such information being in catalogs, lists of books, and everything else which will enable you to answer questions regarding books.

You should conduct a rental library. It not only produces profit but is also an effective means of advertising and extending the sales of any bookstand.

You should sell books on approval. With proper precaution there is scarcely any risk in placing a book "on approval" in the hands of any reader you know.

Birthday Honors To Major Putnam

APRIL 2nd saw an outpouring of friendly congratulations and expressions of affection and gratitude from the entire book-trade to Major George Haven Putnam on the occasion of his eightieth birthday. Altho he attended to business as usual, there was at noon a luncheon tendered him by the Publishers' Lunch Club. This old institution, which has done so much to promote better personal relations between publishing houses, took this occasion to express its deep sense of gratitude for what Major Putnam had done for American publishing.

Frederick A. Stokes gracefully worded the feelings of fellow publishers, John Macrae brought the greetings of the National Association of Book Publishers, and R. R. Bowker paid a beautiful tribute, based on a friendship covering many fields of activity during a period of half a century. Major Putnam's acknowledgment took the form of reminiscences of earlier years and of the famous names in American publishing. No one in the publishing world can so gracefully picture the place of publishing in the world of affairs nor can so vividly bring up the story of publishing progress in the last sixty years since he actively entered the field. Alfred McIntyre, president of the Club, presided, and Irving Putnam, brother of the guest of honor, was guest for the occasion.

In the evening, the Putnam organization gave a dinner to its chief, held at the Park Avenue Hotel. About fifty of the staff, both from the Forty-Fifth Street building and from the Knickerbocker Press at New Rochelle, sat down to the banquet, and to this number were added old personal friends, such as David Parkes Fackler, three years Major Putnam's senior, a playmate of his early youth and R. R. Bowker; publishing friends represented by Frederick A. Stokes, who later in the program presented the good wishes of the publishing world. A sprinkling of the Putnam authors included George S. Chappell, Meade Minnigerode and others. Literary journalism was represented by Dr. Clifford Smythe, Orton Tewson, Burton Rascoe and others. Ladies of the staff and wives and sisters arrived by the time the general program was begun, which was presided over by George Palmer Putnam, nephew of Major Putnam and one of the directors of the business.

A screen was used to throw on pictures

of Major Putnam at various ages, and of members of the staff whose long service made their presence particularly significant. The firm has nearly thirty members who have been with the house over twenty-five years. Mr. Atkins, head of the business office, who has been with the firm forty-six years, spoke for these seniors.

Among members of the Putnam family present were Mrs. George Haven Putnam, Palmer Croslett Putnam, son, Miss Ruth Putnam, sister, Sidney Putnam, nephew, Irving Putnam, brother and director of the retail business of the firm, Hon. Herbert Putnam, brother and Librarian of Congress.

Herbert Putnam touched the high note of appreciation and affection which all of those, whether relatives or friends of Major Putnam, feel for him, crediting him with admitting to his life only three masters—his reason, his conscience and his sensibilities. In bringing Major Putnam to his feet for the final speech, the presiding Putnam read from old letters of the family speaking of the days of Major Putnam's infancy. One early letter, written by his mother said, in apparent prophecy of the Major's reputation as an orator: "I can hardly keep him off his feet." And from another letter: "He is just beginning to creep, and to creep backward." This was instanced as a prophecy of Major Putnam's returning youth, which is the characteristic most commented on by those who refuse to see in his eighty years any sign of lessening vigor.

Major Putnam's answer to these many tributes was a warmly expressed appreciation of what others had done to make the great Putnam business possible. Of his father and the early struggles to establish the business and to bring up a large family he spoke in terms of the deepest affection, of the two brothers, who, with him, took over the business on his father's death: Irving Putnam, who developed the retail business, and Bishop Putnam, now deceased, who built up the manufacturing plant; of the nephews, Sidney Putnam, George Palmer Putnam and Edmund Putnam, who have come into the business, and of the staff, whose contributions to the business, of all these he spoke in careful appreciation.

In closing the evening, George Palmer Putnam, invited all those present to meet again at Major Putnam's ninetieth birthday for a similar gathering of friendship.

The Convention in the Big City

A Letter to You!

Dear Bill Bookseller:

ALMOST two years have rolled around since we had our little chats but the world rolls on just the same. You remember what I wrote you about the Washington Convention—well now, it's about the coming one in the Big City and it won't be a complete success unless you are there.

The program, as usual, is going to be fine—the best ever! There are going to be lots of heart to heart talks between members, all by themselves, in a comfortable room of their own. You know, Bill, there are a lot of members like you, who will not stand up in “meetin” and tell what they know—they get stage fright. At these Round Table Talks, you'll even be allowed to tell your right name!

And the entertainment—Oh, Boy! You're going to the theater on Monday night—don't forget to bring that clean shirt along—and on Tuesday we're going to take you up the river where the first steamboat was born. We can only afford to go as far as West Point, where our future Generals will show us how little we have to fear for future wars. And you won't starve, either. We'll come home by the light of the moon—not a full moon—it isn't lawful—but a piece of one.

And Wednesday we're going to Coney Island—now don't you get lost! And what you're going to get to eat while there—Say, Boy, you'll never find it described in any cook book for words can not do it justice. I'm only afraid we'll all be overweight coming home.

Just one thing more, old dear. If you forget to ask for your railroad certificate, as you did last time, I'll have you boiled in oil! Even tho you are not going home by the same route—even tho you walk back (we should worry) **ASK FOR A CERTIFICATE**—it may help some ambitious member to spread himself in New York with the money saved. And while you're thinking, Bill, think of some corking city where we can hold our “Silver Anniversary” in 1925.

Best wishes to you and yours, Old Top—don't forget to bring your better three-quarters along. Remember, she deserves a little outing once in a while and she'll be well taken care of while you're exploring the “ins and outs” of a great city.

Sincerely yours,

SIMON L. NYE.

Women Are Eligible

MISS WALKER, secretary of the American Booksellers' Association, has found that many women do not understand that they are quite as eligible for membership in the American Booksellers' Association as men. One woman has recently written expressing interest in the Association work, but said she knew nothing about there being women members or that they could come to conventions. The fact is, two of the six officers are women and their proportion of women on the registration list is increasing each year.

The secretary states that all women in any way connected with the book-trade are welcome as members and suggests that they write to Stanley G. Remington, 347 North Charles Street, Baltimore, applying for membership.

It cannot be too strongly emphasized, states Miss Walker, that women are taking a large place in the book business. Ninety per cent of the heads of the book departments in department stores are women. The majority of the new shops that are springing up over the country are run or owned by women, and their cooperation is needed for bookselling progress and needed at the Booksellers' Convention at the Hotel Commodore on May 12th. The present registration indicates that there will be a large attendance of women from all parts of the country.

Historical Exhibit of Bookmaking

AN OPPORTUNITY to look over a notable historical exhibit of book-making is now being provided at the New York Public Library, and continued thru May, an exhibit of rare books taken from its own collections and supplemented by other material from the Morgan Library. It is suggested that the nearness of this exhibit to the hotel of the Booksellers' Convention, will make it very easy for booksellers to take advantage of this and to see famous examples of book-making from the earliest tablets and ancient manuscripts thru the periods of great Italian, French, English and American printing. The Library has offered to cooperate in any way to make this exhibit of first-rate value to the Convention.

English Book-Trade News

From Our London Correspondent

IN a recent address the president of The Associated Booksellers, Frank Denny, dealt with many conditions in the book-selling trade.

His main points were:

1. How can we get back the bookseller's shops which existed 40 years ago, not only in the larger cities but in the country towns?

2. How can we educate the young men in the trade to do their job and train them to be real booksellers?

3. Why does not the book-trade attract better educated men?

4. How can we obtain 100 per cent membership to the Association?

The first three questions are exercising the minds of all those who are concerned with widening the booksellers' sphere of interest. There is no doubt, that before many years are past, something definite will be done to bring a higher standard of efficiency to the bookseller's assistant. We have the feeling, too, that already a better type of man is being drawn to the bookseller's shop.

Chapman & Hall, in their house organ, print an article in the spring issue on "Too Many Books." In the course of this very interesting consideration of a matter which is always exercising the mind of both publisher and bookseller, the writer says:

"The novel with a sensational or topical appeal fares perhaps better today than it has ever fared; it is news, it makes a good story, and the pressman is always in search of copy. But it is extremely difficult to direct the attention of the public to a novel of quiet distinction.

We take the following from Messrs. Constable's *Monthly List* for the present month. The paragraph gives some interesting details of the famous Gyldendal publishing house whose London address has been transferred to Messrs. Constable's office at 10 & 12 Orange Street, Leicester Square, W. C. 2.

"In 1770, Søren Gyldendal founded at Copenhagen the publishing house that bears his name. At this time the book-trade of the country was still rudimentary; wherefore the history of the house of Gyldendal is virtually the history of Danish publishing.

"From the middle of last century the firm extended its activities to Norway and pub-

lished the works of Ibsen, Bjørnson and many other famous authors.

"The London branch of Gyldendal started business in 1920. Already several authors of the first importance in Denmark, Norway and Sweden are included in the list of publications. In contemporary Danish literature the outstanding feature is perhaps the work of Johannes V. Jensen, whose series of myths of the White Man, "The Long Journey," is now complete.

"Prominent among Norwegian authors of today are those strangely contrasted personalities, Knut Hamsun and Johan Bojer. Hamsun is elusive and troll-like; but Bojer, devoid of sentiment, preaches the strong man's gospel of life.

"Swedish literature, apart from the work of Strindberg and Selma Lagerlöf, is less well known in this country than it deserves to be. Selma Lagerlöf is represented in the Gyldendal list, and another Nobel Prize-man, Verner von Heidenstam, who has given vivid impressionist studies in history and romance, will soon appear there. Among younger authors Sigfrid Siwertz, a sharp satirist of modern life, and Hjalmar Bergman, whose pictures of contemporary Sweden are tinged with a rich humor, reveal to English readers some sides of a literature that is full of life and health."

Walter J. Magenis, the energetic and enterprising secretary of the Associated Booksellers of Great Britain and Ireland, announces a meeting at Eastborne of booksellers of the South of England under the auspices of the Association. The object of the gathering is to form a Southern Branch of the Association.

"No trade has more need of local organization than that of booksellers," says Secretary Magenis, for every other trade exploits books as baits with which to draw the public so as to sell other goods. Local institutions, too, are seeking to buy direct from wholesale houses at trade rates; local drapers sell books at the busy seasons and at no other period of the year, while all sorts of irresponsible people try to sell books below the proper price. These are only a few examples of what is being done to divert his legitimate trade from the bookseller, but they are sufficiently important to show the need of action and mutual support."



The Book and Its Film

News for Booksellers from the Motion Picture Field



Exhibitors Urged to Push Sale of Books

IN an editorial in a section of the *Moving Picture World* devoted to "Selling To The Public," exhibitors are urged to stimulate public interest in photoplay and copyright editions. Just as larger book sales help create larger ticket sales so may the already large theater audiences be induced to buy more books. The editorial reads:

Judging from the lay comment we hear, it might be well to get up a missionary campaign on photoplay editions. There seems to be a popular idea that these editions are condensed versions, altered to suit the changes made in the film, and a lot of people fight shy of the cheaper edition feeling that they will not get what they wanted.

Point out that it is cheaper to print from the original plates than to reset an entire book. Tell them that the only difference is that the photoplay edition is on a little cheaper paper and is illustrated with scenes from the play. The text is precisely the same, page for page, as the original edition selling for two dollars. It is simply that having sold as many as they can for the higher price, the publishers come back with a little cheaper stock for a final cleanup.

"It's just a case of 'first run' at a higher price and sixty-day stuff at a lower admission. Make a little drive on this, and you'll find that the larger book sales will help you to better ticket sales.

Pathé Establishes "Chronicles" Department

OWING to the interest that has been aroused among exhibitors concerning Pathé's group of historical dramas, being distributed under the title of the "Chronicles of America" series, a special department has been organized, to be known as the "Chronicles of America" Department, for the development and promotion of this group of pictures in the field.

Harry L. Knappen, formerly Branch Manager for Pathé at San Francisco and

later at Denver, has been appointed Manager of the newly created department, with headquarters at the Pathé Office in New York.

A nucleus field force has already been formed, and the staff is being augmented as rapidly as possible to meet requirements in the various territories. The selection of this field personnel is proving no easy task.

Such candidates are being appointed who by reason of their educational background and their poise and address are qualified to go before prominent bodies and carry the message of the "Chronicles of America" undertaking to all who may be of assistance to the local exhibitors in presenting these productions on the screen. A special task of this field staff will be to enlist the co-operation of such organizations as Yale alumni branches; parent-teachers' associations; committees on better films; local patriotic, civic, fraternal and dwelfare societies; and groups of educators, clergymen, and other professional leaders in the communities where the pictures are to be shown.

Fox Plans Production of many Novels

MOST of the big special attractions planned and already in production by Fox Film Corporation for next season are adaptations of novels which have won the title "best seller." With this imposing list of books scheduled for adaptation to the screen the original story will not usurp the popularity of the bestseller.

Production on the screen version of "The Fool" is progressing rapidly at the New York Fox studios. Among the other titles to be started soon are: "The Man Who Came Back," which was dramatized by Jules Eckert from a story by John Fleming Wilson; "Strathmore," by Ouida; "Loyalties," by John Galsworthy; "The Hunted Woman," by James Oliver Curwood. Other well-known novels which will be acquired by Mr. Fox will be announced as soon as the plans for their production are made.

A Week's Gleaning of Book-Trade News



¶¶HIMEBAUGH & BROWNE whose Fifth Ave. window has echoing results across the country thru the many passers by, gave the whole display space over to "Madame Claire" for a week

in April, a book now a year old.

¶¶THE "LIBRARY OF STANDARD LIVES" will make popularly available many volumes of good biography. Doran has seven volumes ready including Carlyle's "Cromwell," Bourrienne's "Napoleon," and Southey's "Nelson."

¶¶A COLLECTION of unpublished writing from sixteen eminent authors from Walt Whitman to Richard Aldington, from William Cullen Bryant to Ernest Dowson is to be published by Pascal Covici under the title "Et Cetera," 625 numbered copies.

¶¶THE *Outlook* is now running its book news in monthly form and binding up its pages with a special story of bookshop or book-trade matter and sending them out to the stores and clerks. The article for the March reissue is written by T. H. Rogers and discusses bookstore classification and methods, with a photograph of Laurence Gomme's Bookshop in Forty-eighth Street, New York.

¶¶"ENGLISH PRINTERS' ORNAMENTS" by H. R. Plomer, the discoverer of documents in the handwriting of Edmund Spenser, has been published in a limited edition by Grafton & Co., Coptic House, 7 Coptic Street, London W. C. 1. The work is fully illustrated with many plates and facsimiles.

¶¶CHARLES E. LAURIAT Co., Boston, is publishing this month "From the Forecastle to the Cabin," memoirs of Captain Samuel Samuels of the famous Packetship "Dreadnought." The book has twenty-four illustrations. Lauriat is also publishing "The Log of the 'Cutty Snark'" by Basil Lubbock with eighty-nine illustrations, and has taken over the American agency of three other books by Lubbock: "The China Clippers," "The Colonial Clippers," "The Blackwall Frigates." In April, "Old Naval Prints" in a limited edition will be added to the Lauriat list.

¶¶KEITH PRESTON, who should know, sees in Edwin Balmer's "Fidelia" a true picture of undergraduate life at Northwestern University. Several colleges which have had their pictures taken have not been as well pleased with the likeness.

¶¶DORAN'S MODERN READERS' BOOKSHELF is developing rapidly. The first book in the field of literature is John Drinkwater's "Victorian Poetry," not an anthology but a discussion of the great Englishmen.

¶¶CARL VAN DOREN's articles on American writers, which have been a feature of the *Century Magazine*, have been now gathered by Knopf in a book entitled "Many Minds." There are chapters on Mary Austin, George Ade, Robert Frost, Carl Sandburg and others and a bibliography of each.

¶¶THE UNIVERSITY OF CHICAGO has gathered Percy H. Boynton's essays on current American figures into a volume entitled "Some Contemporary Americans." The first chapter is on "American Neglect of American Literature," and such figures as Robinson, Frost, Dreiser, Cabell, Hunker and Mencken are discussed.

¶¶AFTER A SAILING DELAY due to the dock strike in England J. Arthur Thomson, professor at the University of Aberdeen and author of the "Outline of Science," has left for New York for a lecture tour. His first appearance will be at the Union Theological Seminary for a series of lectures on the Morse Foundation on the subject of science and religion.

¶¶THE NEW SECRETARY OF THE NAVY, Curtis D. Wilbur, formerly chief justice of the California supreme court, is also an author, and like "The Iron Puddler" by Secretary of Labor Davis, his book is published by the Bobbs-Merrill Co. Secretary Davis wrote his book in order that his son might have a record of his father's struggles. Judge Wilbur wrote the story of "The Bear Family at Home" solely for the amusement of his children. So well did he succeed that the fame of the Bear Family spread thruout the neighborhood and the demand for it grew until finally the judge consented to its publication.

Obituaries

CHARLES ALLEN MUNN

CHARLES ALLEN MUNN, president of Munn & Co., publishers, and editor of the *Scientific American* for many years, died at his home in New York on April 3rd. He was born in this city in 1859 and in 1881 joined the business which his father founded in 1846. After graduating from Princeton, he studied law in order to handle better the many problems in patents, which have been the outstanding feature of his firm's activities. As head of the firm, he will be succeeded by Orson D. Munn, a grandson of the founder.

Communications

THE TRAVELER BRINGS HELP

Boston, April 1, 1924.

Editor, *Publishers' Weekly*:

I hope that the three articles on the buying and selling of books, in your issue of March 28th, are the forerunners of many more to come. I most heartily concur with all that the "Publisher" has to say and I think he has presented his side in all fairness. Miss Dodd, however, seems to speak from a very restricted angle, and it would seem that she has not taken advantage of the very excellent opportunity, offered by publishers, thru their salesmen, for the buyer to obtain all the information that it is humanly possible to give in regard to "new and forthcoming" books. I think that if a buyer would avail himself, or herself, to the full extent, of the knowledge which the salesmen can impart, one of the unsatisfactory features of the present method of bookselling would be eliminated. It is generally the reticent, unresponsive buyer who is the recipient of mere "selling talk." A buyer who realizes that a salesman has called to give the information which is, or should be, desired, and questions the salesman with interest and intelligence, will in most cases be repaid for the time spent in conference with the salesman and in careful examination of the physical properties of books which he has to show.

A BOOK SALESMAN.

DISCUSSION IN RIGHT DIRECTION

New York, April 1, 1924.

Editor, *Publishers' Weekly*:

Allow me to congratulate Marion E. Dodd on her courageous article on the "Problems of the Buyer," in the *Publishers' Weekly* of March 29th.

While the problems that confront the large book store are somewhat different from those of the small shop, they are on the other hand, much more numerous.

This discussion, it seems to me, is a move in the right direction. A conference of publishers and booksellers, as suggested in the reply of "A Publisher," would greatly help the two branches of the book business to arrive at a better understanding.

J. A. MARGOLIES, Brentano's.

Periodical Notes

The *Independent*, a New York weekly magazine, now in its seventy-fifth year of publication, has been sold to Richard E. Danielson of Groton, Mass., and Christian A. Herter.

The office of the *Independent* will be moved early in April to Boston, where it will be next-door neighbor to the *Atlantic Monthly* and the *Living Age*, in Arlington Street.

The new owners will be the editors of the magazine "It is to be edited as a non-partisan, constructive liberal journal of fact and opinion."

THE *International Press Review* published its first issue in March. It is published at ten shillings a year by The International Press Cutting Bureau, 38 Oakfield Road, London.

Personal Notes

D. G. BAIRD has presented his resignation as Secretary and Associate Editor of Dorrance & Company, effective March 31st.

FRANKLIN SPIER, formerly with Knopf, has developed his work in publicity and book planning into a Service Studio for publishers, now located in a new building at 45 West 45th Street.

Business Notes

WILLIAMSPORT, PA.—J. H. Roesgen, formerly manager of the Market Square Bookstore has recently returned to manage that store. Mr. Roesgen comes back to the store with much new experience, since for the past six years he has been a leading salesman with George W. Jacobs & Co. book and stationery store, Chestnut Street, Philadelphia.

BOSTON, MASS.—M. Barrows and Co. succeeded to the publishing and retail business of Whitcomb and Barrows on March 31.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adair, E. R.

The sources for the history of the Council in the sixteenth and seventeenth centuries. 96p. (bibl.) D (Helps for students of history, no. 51) '24 N. Y., Macmillan \$1.25

Aksakoff, Serghei

Years of childhood; tr. from the Russian by J. D. Duff. 454p. T (World's classics, no. 242) '23 N. Y., Oxford 80 c.

Andrews, Charles McLean

Connecticut's place in colonial history; an address before the Connecticut society of colonial wars, May 28, 1923. 49p. O c. New Haven, Conn., Yale bds. \$1

Arnold, Sarah Louise

The mastery of words for high schools. 174p. D (Mastery of words ser.) [c. '23] Syracuse, N. Y., Iroquois Pub. Co. 64 c.

Banning, Pierson Warrall

Mental and spiritual healing; all schools and methods; a text book for physicians and metaphysicians. 167p. S (Thread of life ser.) [c. '23] Los Angeles, Cal., Internat'l Bk. Con., 424 S. B'way \$3.50

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

Infield rivals. 263p. front. (col.) D c. N. Y., Appleton \$1.75

Baseball is the central interest of this new Barbour book which tells the story of Tom Sanders, a high school freshman with ambitions to play on the team.

Baudouin, Charles

Tolstoi: the teacher; tr. by Fred Rothwell, with hitherto unpublished documents supplied by Paul Biroukof. 218p. D '23 N. Y., Dutton \$2.50

Beach, Lewis

The goose hangs high; a play in three acts. 158p. D '24 c. '23, '24 Bost., Little, Brown \$1.50

An optimistic comedy of family loyalty and affections, now being played in New York.

Bedford, Herbert

An essay on modern unaccompanied song. 60p. D (Oxford musical essays, no. 1) '23 N. Y., Oxford \$1.20

Benians, Sylvia

From Renaissance to revolution. 215p. (bibl. footnotes) maps D [n. d.] N. Y., Dutton \$3

A study of the influence of the Renaissance upon the political development of Europe during the sixteenth, seventeenth and eighteenth centuries.

Black, Harman

The real 'round South America. 254p. (9p. bibl.) il. maps D [c. '24] N. Y., Real Bk. Co., 2148 Woolworth Bldg. \$3.50

A travel story of a 53-day vacation trip from New York thru the Panama Canal, the Andes, Peru, Bolivia and the Argentine to Buenos Aires, thence to Uruguay thru Brazil and back home.

Bolger, Edwin A., and others

Business letters for dictation. 278p. D (New era ser.) '24 N. Y., Pitman \$1.20

Brace, Mrs. Josephine M.

The descending light; a series of lessons from higher intelligences on the philosophy of life. 334p. front. (por.) D [c. '22] Buffalo, N. Y., [Author], 356 Lisbon St. \$3

Spiritualism and life after death as explained by a medium.

Bradshaw's continental guide; a descriptive guide to all European countries, bathing resorts, battlefields, etc.; with a general map of Europe and detailed map of Switzerland. 426p. S [24] N. Y., Brentano's limp cl. \$1.90

Altman, B., & Co.

A collection of antique carpets. various p. il. (pt. col.) Q [c. '23] N. Y., [Author] apply

Anderson, Bernard G.

Experiments with dark tobacco and other crops.

19p. il. O (Agric. exp. sta. bull. no. 231) [c. '23] Blacksburg, Va., Agric. Experiment Stat. apply

Brundage, Milton

Science note book. 64p. D c. N. Y., Fordham Pub. Co. pap. 34 c.

Bridges, Victor

The red lodge; a mystery of Campden Hill. 293p. D c. Garden City, N. Y., Doubleday \$2

This new mystery tale, laid in London, deals with the complications that follow the murder of an eminent scientist and the discovery of his body by his resident assistant.

Bryan, William Jennings

Seven questions in dispute. 158p. il. D [c. '24] N. Y., Revell \$1.25

The subjects discussed are: The Inspiration of the Bible; The Deity of Christ; The Virgin Birth; The Blood Atonement; The Bodily Resurrection of Jesus; The Miracles of Our Lord; The Origin of Man.

Burke, Harry Rosecrans

From the day's journey; a book of by-paths and eddies about Saint Louis; lim. ed. 194p. il. Q '24 St. Louis, Wm. Harvey Miner bds. \$4

Burkitt, Miles Crawford

Our forerunners; a study of palaeolithic man's civilizations in western Europe and the Mediterranean basin. 256p. (bibl.) il. S (Home university lib.) [c. '24] N. Y., Holt \$1

Cadman, Samuel Parkes

Christianity and the state. 381p. (8p. bibl.) O c. N. Y., Macmillan \$2.50

A series of lectures delivered before the Pacific School of Religion, Berkeley, California, during the spring of 1922, upon the Earl Foundation.

Cadman, William Healey

The last journey of Jesus to Jerusalem; its purpose in the light of the Synoptic Gospels. 160p. D '23 N. Y., Oxford \$2.50

Carnegie, Andrew

Autobiography of Andrew Carnegie; popular ed. 395p. (2p. bibl.) front. (por.) D '24 c. '20 Bost., Houghton \$1.50

Copeland, Morris Albert, and others

The trend of economics; ed. with introd. by Rexford Guy Tugwell. 567p. (37p. bibl.) O c. N. Y., Knopf \$5

A collection of monographs by thirteen representative American economists of the younger generation, setting forth the present trend of economic theory in the light of historical development.

Coupland, R.

Wilberforce: a narrative. 528p. O '23 N. Y., Oxford \$5

Croft, Terrell Williams

Alternating current armature winding. 361p. il. O '24 N. Y., McGraw-Hill \$3

Crussell, Edward H.

Jobbing work for the carpenter, builder and handy man; 2nd ed. various p. il. O '23 N. Y., U. P. C. Bk. Co. fab. \$2.50

D'Annunzio, Gabriele

The triumph of death; tr. by Arthur Hornblow; introd. by Burton Rascoe. 421p. S (Modern lib.) [c. '23] N. Y., Liveright lea. 95 c.

Dansill, Theresa

Health training in schools; a handbook for teachers and health workers; prepared for the Nat'l tuberculosis assn.; 3rd ed. 418p. (13p. bibl.) front. O '23 c. '23, '24 N. Y., National Tuberculosis Assn., 370 7th Ave. \$1

A course of study in practical hygiene for state and local school systems.

Davidson, John

Poems; introd. by R. M. Wenley. 174p. (4p. bibl.) S (Modern lib.) [c. '24] N. Y., Liveright lea. 95 c.

Dawson, Warrington, i.e. Francis Warrington

Opportunity and Theodore Roosevelt. 192p. il. D [n. d.] Chic., Honest Truth Pub. Co., 333 S. Dearborn St. \$1.95

Day, Dorothy

The eleventh virgin. 312p. D c. N. Y., A. & C. Boni \$2
Being the very modern tale of June, one of those rash, stubborn and open-minded young girl experimenters in life.

Dean, Bashford

A bibliography of fishes, 3 v.; v. III, ed. by Eugene Willis Gudger, with the co-operation of Arthur Wilbur Henn. 346p. O '23 c. N. Y., Am. Museum of Natural History pap. \$10 [set \$15]

A comprehensive work embracing 45,000 titles which deal not only with scientific matters, but with angling, fisheries, pisciculture, etc. Volume III, just published, includes indices, general bibliographies, periodicals relating to fishes, early works, voyages and expeditions, together with addenda and errata of the two earlier volumes.

Dejeans, Elizabeth Janes [Mrs. Sidney Budgett]

The double house. 273p. D c. Garden City, N. Y., Doubleday \$2

A man charged with the murder of his wife is acquitted by the jury, but the rest of the world believes him guilty and his problem of vindication grows more difficult.

Delbrück, Hans

Government and the will of the people; tr. into English with notes and glossary of political names and terms by Roy S. MacElwee. 205p. O '23 N. Y., Oxford \$3.50

Dell, Floyd

Looking at life. 312p. D c. N. Y., Knopf \$2.50

Modern life surveyed in a series of personal experiences and reflections.

Carlton, Mabel Mason

Daniel Webster, defender of the Union. 16p. il. S [c. '23] Bost., John Hancock Mutual Life Ins. Co. apply

Davis, Robert H.

Irvin S. Cobb, storyteller; with biographical particulars and notes on his books, and who's Cobb and why? 40p. D [n. d.] N. Y., Doran pap. gratis

Draper, J. T.

The steel square applied to roof construction, with a ready reckoner for the use of carpenters and builders. 63p. il. D '23 N. Y., Van Nostrand \$1

Duff, J. Wright

The writers of Rome. 112p. il. map D (World's manuals) '23 N. Y., Oxford \$1

Dunn, J. T.

Pulverised and colloidal fuel. 200p. O '24 N. Y., Van Nostrand \$6

Durell, Fletcher, and Arnold, Elmer Ellsworth

A first book in algebra; enlarged ed. 401p. D [c. '20, '24] N. Y., Charles E. Merrill Co. \$1.32

Durville, J. P.

The preparation of perfumes and cosmetics; tr. from the fourth French ed. by Ernest J. Parry. 427p. il. O '23 N. Y., Van Nostrand \$8

Elderkin, George Wicker

Kantharos; studies in Dionysiac and kindred cult. 236p. il. Q (Princeton monographs in art and archaeology) c. Princeton, N. J., Princeton Univ. Press bds. \$10

Electrical engineering; a general reference work on electrical principles, direct-current motors, storage cells, armature winding, design of small motors, transformers, meter testing, magneto design, controllers, elevators, signaling, power stations, switchboards, station management, welding; 8 v. 4320p. il. diagrs. O [c. '23] Chic., Amer. Technical Society flex. cl. \$29.80

Eltringham, H.

Butterfly lore. 180p. il. (col. front.) D '23 N. Y., Oxford \$1.50

Esquemeling, John

The buccaneers of America; a true account of the most remarkable assaults committed of late years upon the coast of the West Indies by the buccaneers of Jamaica and Tortuga, both English and French; translation of 1684-5; rev. and ed. by William Swan Stallybrass, with introd. by Andrew Lang. 499p. il. O (Broadway translations) [n. d.] N. Y., Dutton \$5

Written originally in Dutch, it narrates the unparalleled exploits of one Sir Henry Morgan, an English Jamaican hero, who sacked Porto Bello and burned Panama.

Everard, John

Photographs for the papers; how to take and place them; 2nd ed. 96p. il. D '23 N. Y., Macmillan \$1.25

Faure, Gabriel

The Italian lakes: Maggiore, Como, Orta, Varese, Lugano, Iseo, Garda. 143p. il. D (The picture guides) '23 Bost., The Medici Society, 755 Boylston St. \$2.50

A picturesque guide to perhaps the most attractive of all Italy's enchanting districts.

Ferrand, Henri

Grenoble and thereabouts: Chartreuse, Oisans, Vercors, Belledune, Uriage-les-Bains, Allevard, Trièves, Salette, Laffrey. 154p. il. D (The picture guides) [n. d.] Bost., The Medici Society, 755 Boylston St. \$2.50

Fletcher, Joseph Smith

The Mazaroff mystery. 267p. D '24 c. '22, '24 N. Y., Knopf \$2

Another baffling tale by the author of "The Middle Temple Murder."

Forbes, Mrs. Rosita

The sultan of the mountains; the life story of Raisuli. 367p. il. O c. N. Y., Holt, \$4

Raisuli, Moroccan brigand and modern Robin Hood, personally told this story of his life to the author who is an English writer and traveler of note.

Ford, Joseph M.

Compressor theory and practice; with especial reference to the multi-stage machine. 364p. il. O '23 N. Y., Van Nostrand \$7.50

Gamoran, Emanuel

Changing conceptions in Jewish education; in two books. 446p. (24p. bibl.) D c. N. Y., Macmillan \$2

Contents: Bk. 1, Jewish Education in Russia and Poland; bk. 2, Principles of the Jewish Curriculum in America.

Gardner, E. G.

Tommaso Campanello and his poetry. 24p. O '23 N. Y., Oxford 70c.

Garis, Howard Roger

The adventures of Uncle Wiggily, the bunny rabbit gentleman with the twinkling pink nose; pictures by Lang Campbell. no p. il. (col.) Q c. '24 Newark, N. J., Chas. E. Graham & Co. bds. \$1.50

Uncle Wiggily's painting fun; pictures by Lang Campbell. no p. il. (pt. col.) obl. O c. '24 Newark, N. J., Chas. E. Graham & Co. pap. 25c.

A painting book of Uncle Wiggily characters.

Uncle Wiggily's painting play; pictures by Lang Campbell. no p. il. (pt. col.) obl. O c. '24 Newark, N. J., Chas. E. Graham & Co. pap. 25c.

Geddes, Norman-Bel

The Divine comedy of Dante Alighieri. 50p. il. Q '24 N. Y., Theatre Arts, Inc., 7 E. 42nd St. bds. \$5

A project for a theatrical presentation.

De mysteriis rosae rubeae et aureae crucis, I. N. R. I.; by one whose number is 777; pub. for The collegium ad spiritum sanctum. 12p. O [c. '24] Chic., New Aeon Pub. Co., Lock Box 674 pap. \$1

Eddy, Sherwood

Jesus Christ; what is His significance. 32p. D (Christianity and personal problems, no. 4) [c. '24] N. Y., Doran pap. 10c.

Victory over temptation; how Christ helps a man to achieve character. 40p. D (Christianity and personal problems, no. 3) [c. '24] N. Y., Doran pap. 10c.

Gauvin, Marshall J.

The struggle between religion and science. 38p. D (Eckler large type ser.) '23 N. Y., Peter Eckler Pub. Co., Box 1218, City Hall Sta. pap. 25c.

Griscom, Ludlow

Birds of the New York city region. 400p. il. (pt. col.) O (Handbk. ser., no. 9) '23 N. Y., Amer. Museum of Natural History \$1
The author is assistant curator of ornithology at the Museum. In the preparation of this volume he has had the assistance of the Linnaean Society of New York.

Groggins, P. H.

Aniline and its derivatives. 263p. il. O '24 N. Y., Van Nostrand \$4

Haggard, Sir Henry Rider

Heu-Heu, or The monster. 265p. D '24 c. '23, '24 Garden City, N. Y., Doubleday \$2
Allan Quatermain, trekking thru South Africa, takes refuge in a cave half-filled with human bones and a native painting of Heu-Heu, the devil-god, thereby starting a thrilling series of adventures.

Hainbach, Rudolph

Pottery decorating; a description of the principal processes for decorating pottery and porcelain; 2nd rev. English ed. 256p. il. D '24 N. Y., Van Nostrand \$3

Hardenbergh, W. A.

Home sewage disposal. 274p. il. O [c. '24] Phil., Lippincott \$2.50

Sewage disposal for single homes, small communities, institutions, etc., and its relation to health work; for engineers, health officers and health workers in the field.

Harrington, Karl Pomeroy

Catullus and his influence. 254p. (2p. bibl.) front. D (Our debt to Greece and Rome, no. 11) [c. '23] Bost., Marshall Jones \$1.50

Hart, Ivor B., and Laidler, W.

Elementary aeronautical science. 296p. il. D '23 N. Y., Oxford \$2.50

Haswell, Alanson Mason

A drama of the hills. 348p. il. D [c. '23] Bost., Cornhill \$2.50

Hay, Alfred

Alternating currents, their theory, generation, and transformation; 5th ed., rev. and enl. 446p. il. O '23 N. Y., Van Nostrand \$3.50

Hayes, Carlton Joseph Huntley

A political and social history of modern Europe; rev. ed.; v. 2, 1815-1924. 916p. (bibls.) maps O '24 c. '16, '24 N. Y., Macmillan \$4

In this revision of volume II there is a new chapter on international relations from 1871 to 1914, and an entirely new part entitled "Storm and Stress," covering the significant events of the Great War, the Peace Conference, the revolutions

in central Europe and Russia, and European conditions today.

Haynes, Frederick Emory

Social politics in the United States. 426p. (bibl.) O c. Bost., Houghton \$3.50

The history of the various movements in the country which have contributed to the socialization of our politics, including socialism, the labor movement, the single tax, the third parties, the progressive movement, the I. W. W., and the Non-Partisan League.

Heyl, Paul Renno

The common sense of the theory of relativity. 44p. D '24 Balt., Williams & Wilkins Co. \$1

Hurley, Capt. Frank

Pearls and savages; adventures in the air, on land and sea, in New Guinea. 427p. il. O c. N. Y., Putnam \$7.50

Captain Hurley writes of the things he saw when with cinema, wireless and sea-plane he forced his way into the tropical interior of the world's largest unexplored area outside the polar regions.

Irving, Washington

The legend of Sleepy Hollow; found among the papers of the late Diedrich Knickerbocker; il. in color by Edna Cooke. 82p. D [c. '24] Phil., Lippincott 75 c.

Johnson, Frederick Ernest, and Holt, Arthur Erastus

Christian ideals in industry. 136p. (Life and service ser.) [c. '24] N. Y., Methodist Bk. Concern 75 c.

Jones, Lance G. E.

The training of teachers in England and Wales; a critical survey. 496p. O '23 N. Y., Oxford \$3.50

Joseph, H. W. B.

The labour theory of value in Karl Marx. 176p. O '23 N. Y., Oxford \$1.50

Kallen, Horace Meyer

Culture and democracy in the United States; studies in the group psychology of the American peoples. 347p. (bibl. footnotes) O [c. '24] N. Y., Liveright \$3

Contents: Postscript-Culture and the Ku Klux Klan; The Meaning of Americanism; Democracy Versus the Melting Pot; Americanization and the Cultural Future; The Newest Reaction; America and the Life of Reason; Humanism and the Industrial Age.

Keith, A. Berriedale

Classical Sanskrit literature. 154p. D (Heritage of India ser.) '23 N. Y., Oxford 85 c.

Hale, George E.

The law of sun spot polarity. 4p. il. O (Communications to nat'l acad. of sciences, no. 85) '24 Wash., D. C., Carnegie Inst. of Wash. pap. apply

Heineman, Walter Raleigh

Drawpoker; a compilation of rules governing the game of "jack pots," by Jack Pot, pseud. various p. T [c. '23] N. Y., Chisholm Pr. Co., 63 Cliff apply

Hoenshel, Elmer U.

The Bethlehem drama; in five acts. 32p. front. (col.) D [c. '23] Stanton, Va., McClure Co. pap. 50 c.

Hyman, O. W.

Studies on larvae of crabs of the family Pinnotheridae. 9p. il. O (Proc. of U. S. nat'l mus.,

v. 64, art. 7, pp. 1-9) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Inglis, Alexander, comp.

The Inglis tests of English vocabulary; forms A and B. no.-p. Q c. '24 Bost., Ginn pap. apply

Kessel, John F.

The distinguishing characteristics of the parasitic amoeba of culture rats and mice. various p. il. O (Univ. of Cal. pubs. in zool., v. 20, no. 23, pp. 489-544) '24 Berkeley, Cal., Univ. of Cal. Press pap. 75 c.

Knox, James Hall Mason

Talks to mothers about their babies. 85p. O '23 Balt. Bureau of Child Hygiene, Md. State Dept. of Health apply

Kent, Roland Grubb

Language and philology. 181p. (2p. bibl.)
D (Our debt to Greece and Rome, no. 22)
[c. '23] Bost., Marshall Jones \$1.50

Kummer, Frederic Arnold [Arnold Fredericks, pseud.]

Phryne; Finer clay; The temptation. 128p.
front. D [c. '24] Phil., Dorrance \$1.75
Three plays, respectively laid in ancient Athens, the Southern Pacific of the present, and the country surrounding the Sea of Galilee a few years after the birth of Christ. The latter two are written from the author's short stories of the same name.

Lane, Henry Higgins

Evolution and Christian faith. 225p. (2p. bibl.) O '23 c. Princeton, N. J., Princeton Univ. Press bds. \$2

Written to meet the need of the man or woman who is troubled by the idea that acceptance of the results of modern science involves the repudiation of long-cherished religious beliefs.

Larner, E. T.

Radio and high frequency currents. 64p.
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Lewys, Georges, pseud.

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A translation of an Austrian romance portraying life in Vienna prior to, and since, the war.

Lindberg, J. C.

English grammar for secondary schools.
190p. D [c. '23] Pierre, S. D., J. Fred Olander Co. \$1

Lucas, Frank Laurence

Euripides and his influence; introd. by R. W. Livingstone. 203p. (2p. bibl.) front. D
(Our debt to Greece and Rome, no. 3a) [c. '23] Bost., Marshall Jones \$1.50

Luff, D. W.

The chemistry of rubber. 232p. il. O '24
N. Y., Van Nostrand \$7.50

Lyman, Elmer Adelbert, and Darnell, Albertus

Elementary algebra; first course. 336p. D
[c. '24] N. Y., Amer. Book Co. \$1.24

A first year course that will satisfy the requirements of courses of study in various states and of the College Entrance Examination Board.

MacClure, Victor

The ark of the covenant; a romance of the air and of science. 419p. maps D c.
N. Y., Harper \$2

Ladies' Home Journal

Weaving the new baskets; by Journal contributors. 64p. il. O c. '24 Phil., [Author] pap. 25 c.

Lazier, Edgar Locke

Morphology of the digestive tract of *Teredo navalis*. various p. il. O (Univ. of Cal. pubs. in zool., v. 22, no. 14, pp. 455-474) '24 Berkeley, Cal., Univ. of Cal. Press pap. 35 c.

Leventhal, Murray J.

Guide to intermediate algebra. 64p. D '23 c.
N. Y., Fordham Pub. Co. pap. 40 c.

Lindborg, Olga E., and Hedstrand, G. F.

Departmental teachers' manual for the elementary school; beginners' dept., primary dept., intermediate dept., history dept., supplemental outline of young people's Bible school and post graduate school. 329p. D (Covenant graded lessons) [c. '23] Chic., Covenant Bk. Con. apply

Mystery and adventure on a gigantic new scale involving high-powered airships, disintegrating electric rays, gases that put a whole city to sleep, etc.

Mackaye, James

The logic of conduct. 486p. O [c. '24]
N. Y., Liveright \$3

The author's purpose is to illustrate a method of applying science to morals whereby a logic of conduct may be established on a foundation as secure as that upon which rests the recognized logic of belief.

[Masten, Arthur H.]

The story of Adirondac. 199p. il. O '23 c.
Princeton, N. J., Princeton Univ. Press bds. priv. pr.

An historical sketch, given largely thru correspondence, of that tract in Essex County owned by the MacIntyre Iron Company. A beautiful book of interest to lovers of the Adirondack region who wish to know more of its pioneer days.

Master, Edgar Lee

Mirage. 427p. D [c. '24] N. Y., Liveright \$2.50

The story of "Skeeters" Kirby and his struggle to free himself from a woman who cannot, or will not, help him.

Matasek, Ray J.

Beginner's course in show card writing.
64p. D '24 Milwaukee, Bruce Pub. Co. pap. 55 c.

Maupassant, Henry René Albert Guy de

Yvette and other stories. 256p. D c. N. Y., Knopf \$2

The eighth volume in the new edition of Maupassant's novels and stories translated and edited by Ernest Boyd.

Mencken, Henry Louis

A book of burlesques. 239p. S (Borzoi pocket bks.) [c. '16, '20] N. Y., Knopf \$1.25

These satires and extravagances upon hypocrisy and affectation appear now in Knopf's convenient pocket edition.

Miles, Susan, comp.

Childhood in verse and prose; an anthology. 432p. D '23 N. Y., Oxford \$3

Mills, Enos Abijah

The Rocky mountain national park; with a foreword by Robert W. Johnson; memorial ed. 260p. il. D '24 c. '05-'23 Garden City, N. Y., Doubleday \$2.50

The nucleus of the present book was Mills' "Story of Estes Park and a Guide Book" brought out in 1905. In addition it contains more recent chapters on the development of the region as a national park.

McNeary, William F. B., and others

Radio experimenters' guide, and list of radio broadcasting stations of the world. 48p. il. O '23 Newark, N. J., Newark Sunday Call, Radio Dept. apply

Macy, R. H., & Co.

How much should I spend for clothes. Suggesting an apparel budget for women. 16p. O '23 N. Y., [Author] apply

Malin, James C.

The U. S., 1865-1917: an interpretation. 64p. O (Bull. of Univ. of Kan., humanistic studies, v. 3, no. 2) c. Lawrence, Kan., Univ. of Kansas pap. 75 c.

Merrill, Paul W.

The radial velocities of long-period variable stars; Wave-lengths of lines in the spectra of stars of class Me. 54p. O (Contribs. from Mt. Wilson observatory, nos. 264 and 265) '23 Wash., D. C., Carnegie Inst. of Wash. pap. apply

Milne, William James, and Downey, Walter F.

First year algebra. 348p. S [c. '11, '24] N. Y., Amer. Book Co. \$1.24

Montross, Lynn

Half gods. 296p. D [c. '24] N. Y., Doran \$2

A college girl leaves her job in Boston and returns to her home in the suburbs of a mid-western city where she becomes inmeshed in its narrow, but intense, life.

Moroso, John Antonio

The listening man. 280p. front. D c. N. Y., Appleton \$1.75

A series of detective exploits having for their central character James Tierney, ex-detective of the city force, who finds many interesting mysteries to unravel in the small town where he takes up his residence.

Moses, Montrose Jonas, ed.

Representative continental dramas; revolutionary and transitional. 702p. (22p. bibl.) O c. Bost., Little, Brown \$4.50

An anthology of fifteen outstanding plays, in the best available translations, with individual introductions.

Munro, C. K.

The rumour; a play in two parts. 228p. D '24 N. Y., Knopf bds. \$2

By a young Irish playwright whose work has been creating something of a sensation in England. "The Rumour" is concerned with the cause of wars.

Nichols, Edward

Estimating; a guide to systematic methods in taking off quantities and making up estimates of cost in building operations; rev. by S. R. Noe. 108p. il. diagrs. O '24 Chic., Am. Technical Society \$1.50

Norris, Kathleen [Mrs. Charles Gilman Norris]

The Callahans and the Murphys; il. by James Montgomery Flagg. 381p. il. D '24 c. '22-'24 Garden City, N. Y., Doubleday \$2

The hopes and fears, joys and sorrows of two lovable Irish-American families.

Nyberg, Joseph A.

First course in algebra. 336p. D [c. '24] N. Y., Amer. Book Co. \$1.24

Orczy, Baroness

The honourable Jim. 336p. D [c. '24] N. Y., Doran \$2

A romantic tale with an English setting by the author of "The Scarlet Pimpernel."

Patri, Angelo

The spirit of America; il. with numerous full-page drawings by Hanson Booth; decorative il. by Francis J. Rigney. 125p. O c. N. Y., Amer. Viewpoint Society \$1.20

A group of forty-nine short essays or sketches on patriotic subjects, intended for the Young American.

Phillips, Henry Albert

Other people's lives. 389p. D [c. '24] N. Y., Liveright \$2

A novel of the suburbs and of two young people who tried to realize the dream of "a little house of your own."

Pitman's English and shorthand dictionary, based on the original work of Sir Isaac Pitman, with lists of proper names, grammalogues and contractions, and an analytical introduction on the formation of shorthand outlines; the definitions by Arthur Reynolds; new era ed. 846p. D [n. d.] N. Y., Pitman \$3.50

Pocock, Doris

The secret of Hallowdene Farm. 244p. front. D c. N. Y., Appleton \$1.75

A story for girls.

Poulsen, Frederik

Greek and Roman portraits in English country houses; tr. by Rev. C. Richards. 112p. il. Q '23 N. Y., Oxford \$23.35

Princeton University

Howard Crosby Butler, 1872-1922. 106p. (6p. bibl.) front. (por.) D '23 c. Princeton, N. J., Princeton Univ. Press bds. \$2

A memorial volume to a distinguished Princeton graduate, well-known as an archaeologist.

Putnam, Mrs. William Lowell

Master lights. 121p. D c. Bost., Houghton \$1.50

A score of short essays upon some of the realities of life.

Radder, Norman J.

Newspaper make-up and headlines. 221p. il. D [c. '24] N. Y., McGraw-Hill \$2.50

Ramspacher, Anna [Mrs. Albert Lyness]

The lady of the Nile and other plays. 126p. front. (por.) D [c. '09, '24] Bost., Roxburgh Pub. Co. \$1.25

Contents: The Lady of the Nile; The Agitator; The Kentucky Derby; Which Is the Greater Man?; Verse.

Rattray, R. S.

Ashanti. 348p. il. O '23 N. Y., Oxford \$7

Milliken, Charles F.

A biographical sketch of Mary Jemison, the white woman of the Genesee. various p. O (Researches and trans. of the N. Y. state arch. assn., v. 4, no. 3) '24 Rochester, N. Y., N. Y. State Arch. Assn., Louis H. Morgan Chapter, Box 185 pap. apply

Munroe, Helen, comp.

Classified list of Smithsonian publications available for distribution, March 1, 1924. 30p. O (Pub. 2755) '24 Wash., D. C., Smithsonian Inst. pap. apply

Neal, Hazel G.

Mary's reward or The first commandment with promise (a true life-story). 96p. il. D [c. '23] Anderson, Ind., Gospel Trumpet Co. apply

Newcomer, Mabel

Financial statistics of public educ. in the U. S., 1910-1920; a report reviewed and presented by The educ. finance inquiry comm., under the auspices of The American council on education, Wash., D. C. 195p. O c. N. Y., Macmillan pap. apply

Parkinson, B. L.

High school manual for administrators and teachers. 152p. O '23 Columbia, S. C., R. L. Bryan Co., Prs. pap. apply

Pettit, Edison

Focal changes in mirrors. 7p. O (Contribs. from Mt. Wilson observatory, no. 226) '23 Wash., D. C., Carnegie Inst. of Wash. pap. apply

Reid, Annette

Off the high road; stories of English village life; il. by C. E. Brock and photographs of English country scenery. 187p. il. D '24 N. Y., Appleton \$2

Robbers, Herman

The fortunes of a household; tr. from the Dutch by Helen Chilton and Bernard Miall. 344p. D '24 N. Y., Knopf \$2.50

A novel of Dutch life, setting forth the conflict between two generations as shown in the relations of the Croes family to the economic and social problems raised by the passing of the old order.

Roberts, Charles George Douglas

They who walk in the wilds. 212p. D c. N. Y., Macmillan \$2.25

Nine wild animal stories, none of which has previously appeared in book form.

Rowe, F. M., ed.

Colour index; published by the Society of dyers and colourists. 375p. Q '24 N. Y., Lemcke & Buchner fab. \$36

A comprehensive reference work which meets the requirements alike of intermediate and color makers on the one hand, and color users and students on the other.

Rubin, Herman H., M.D.

The new science of radiendocrinology in its relation to rejuvenation; based on the radiation technique of Dr. Eugen Steinach of Vienna. 64p. D [c. '23] N. Y., Medical Science Pub. Co., 7 E. 43rd St. \$1

Russell, C. F.

Religion and natural law; Hulsean lectures. 197p. D c. N. Y., Appleton \$1.25

A series of addresses delivered before the University of Cambridge.

Salzman, L. F.

English industries of the Middle Ages. 380p. il. O '23 N. Y., Oxford \$3.50

Schelling, Felix Emmanuel

Summer ghosts and winter topics. 181p. D c. Phil., Lippincott bds. \$2

Essays by the professor of English literature in the University of Pennsylvania.

Serviss, Garrett Putman

The Einstein theory of relativity. 96p. il. D [c. '23] N. Y., E. M. Fadman, 1600 B'way \$1.50

A popular explanation of the fundamentals of relativity.

Shakespeare, William

The tragedy of Julius Caesar; ed. with introd. and notes by Milton M. Smith. 180p. (3 p. bibl.) il. S (Merrill's English texts) [c. '24] N. Y., Chas. E. Merrill Co. 50c.

Shanks, Lewis Piaget, and Méras, M. Edmond A.

French composition for colleges. 262p. D [c. '24] N. Y., Harcourt \$1.25

Sigmund, Jay G.

Land o' maize folk. 88p. S [c. '24] N. Y., James T. White, 70 Fifth Ave. bds. \$1

Poems of the Middle West.

Silvers, Earl Reed

Barry the undaunted. 263p. front. D c. N. Y., Appleton \$1.75

The story of Barry Browning, the most popular girl in high school, and of the boys and girls who work and play with her.

Stafford, John I.

Your business and mine. 223p. (1 p. bibl.) D [c. '24] Phil., Dorrance \$2

A study in social, economic and political questions in the United States. Designed especially for the average citizen.

Stringer, Arthur John Arbuthnott

Empty hands. 360p. il. D [c. '23, '24] Indianapolis, Bobbs-Merrill \$2

The story of a sophisticated couple lost in the Canadian wilderness.

Trabue, Marion Rex

Measuring results in education. 492p. (bibls.) D (Amer. educ. ser.) [c. '24] N. Y., Amer. Book Co. \$2

An effort to interpret the general principles of measurement for the average elementary school teacher.

Smith, Sinclair

Note on electrically exploded wires in high vacuum. various p. il. O (Communications to nat'l acad. of sciences, no. 85) '24 Wash., D. C., Carnegie Inst. of Wash. pap. apply

State of N. Y. Conservation Commission

Report of Bureau of prevention of stream pollution; results in shellfish investigations, diseases of fish in state waters; from 13th annual report 1923. 31p. il. O '24 Albany, N. Y., J. B. Lyon Co., Prs. pap. apply

Report on investigation of the pollution of streams. 50p. il. O '23 Albany, N. Y., J. B. Lyon Co., Prs. pap. apply

Stoops, R. O. comp.

Elementary school costs in the state of N. Y.; a report reviewed and presented by The educational finance inquiry comm., under the auspices of The American council on education, Wash., D. C. 133p. O c. N. Y., Macmillan pap. apply

Strayer, George Drayton, and Haig, Robert Murray

The financing of education in the state of N. Y.; a report reviewed and presented by The educational finance inquiry comm., under the auspices of The American council on educ., Wash., D. C. 218p. O '24 c. '23 N. Y., Macmillan pap. apply

Suggett, Laura Steffens

The beginning and the end of the best library service in the world. 89p. front. D '24 San Francisco, Francisco Pub. Co. apply

Tindall, William

The true story of the Virginia and the Monitor; the account of an eye-witness; with an introd. by Milledge L. Bonham jr. 90p. (bibl.) il. O '23 Richmond, Va., Old Dominion Press apply

Torrey, R. A., D.D.

Divine healing; does God perform miracles today? 54p. D [c. '24] N. Y., Revell pap. 35 c.

Track and field athletics for girls; instructions for acquiring correct form with a suggested programme of competition and recommendations for officials conducting a track meet, including rules for events, especially suitable for field day. 152p. il. S (Spalding red cover ser. of athletic handbooks, no. 69-R) [c. '23] N. Y., American Sports Pub. Co. apply

Washburne, Carleton W.

Individual speller. 80p. D c. Yonkers, N. Y., World Bk. Co. pap. 32 c.

Winston, Samuel

Guide to chemistry. 96p. D '23 c. N. Y., Fordham Pub. Co. pap. 34 c.

Waran, H. P.
Elements of glass-blowing. 125p. il. D '23
N. Y., Van Nostrand \$1

Warner, William Henry
The prophecy and other poems. 61p. D
'24 N. Y., Temple Scott, 167 W. 72nd St. \$1
Ways to peace; twenty plans selected from
the most representative of those submitted
to the American Peace award for the best
practicable plan by which the United States
may co-operate with other nations to
achieve and preserve the peace of the world;
with introd. by Esther Everett Lape, and a
preface by Edward W. Bok. 483p. (bibl.
footnotes) O c. N. Y., Scribner \$3

Among the varied proposals are: a world court
dissociated from the League; a permanent eco-
nomic conference of nations; an international con-
ference on further reduction of armament; asso-
ciate memberships in the League; a proposal for
outlawing war by a "declaration of interdepend-
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sical form, the harmonic aspect and the influence
of the orchestra; (4) the definition of the romantic
element.

Williams, Morris
Stair builders' guide; a treatise on the
construction of straight flight, platform,
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the theory and practise so the average build-
ing mechanic may understand it, with exam-
ples of work ranging from the simplest to
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Williams, Wayland Wells
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Title Index to the "Weekly Record"

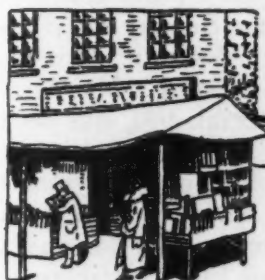
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Old and Rare Books

Edited by Frederick M. Hopkins



"A LIMITED edition of the works of Gustave Flaubert will be cooperatively published next fall by Jonathan Cape of London and Boni & Liveright of this city. The translations will be edited by Percy Lubbock who will also contribute notes and introductions.

THE Harvard University Press is publishing a reprint of "A Handful of Pleasant Delights," edited by Hyder E. Rollins. This is a collection of ballads first published in 1584, which Shakespeare is said to have known and loved. The typography of the volume is under the direction of Bruce Rogers.

"AN Analytical Index to Ballad-Entries (1557-1709) in the Registers of the Stationers of London" is the latest contribution of Hyder E. Rollins of New York University to ballad literature. The book is prepared in the scholarly manner that characterizes all of the work of Dr. Rollins.

UNDER the patronage of President Nicholas Murray Butler of Columbia University and of M. Paul Appell of the University of Paris, a committee of American and French scholars is preparing a new edition of De Tocqueville's "Democracy in America," to celebrate the centenary of the first publication of that famous book.

THE third part of Vol. XX of *Book Auction Records*, published by Henry Stevens, Son and Stiles, has just appeared, bringing the entry of books sold down to June 29th, and the next part will conclude the volume for a season in which many important rarities were sold. C. Edgar Thomas continues his story of "Goldsmith's Philanthropic Publisher."

THOMAS OLLIVE MABBOTT and Captain Frank Pleadwell of 14 Fifth Avenue, New York, are preparing a biography of Edward C. Pinkney and an edition of his poems, and desire information concerning any manuscripts or periodical publications of the poet. They wish particularly to locate a copy of his pamphlet, "Rodolph," published in Baltimore in 1808, and the portrait of Pinkney exhibited in the American Academy of Fine Arts in 1828. Full credit will be given for any information received.

THE following appeal is inserted at the writer's request: "I venture to beg the hospitality of your columns to ask any of your readers who may possess letters of Beau Brummel to be so obliging as to allow me to insert copies in my forthcoming biography of the dandy. Any letters sent to me, care Messrs. Hutchinson & Co., 34 Paternoster Row, E. C. 4, London, England, will be returned within a few days." Lewis Melville.

CHARLES ALLEN MUNN editor of the *Scientific American*, whose death occurred last week, was an enthusiastic collector of Americana, specializing on Washington and his period. In this field he had gathered one of the notable collections in the United States. In his town house in Sixty-fifth Street, are portraits of Washington by Stuart, Trumbull and Peale, the last a full length figure. He owned portrait cameos, mezzotints, miniatures, diaries, autograph letters of Washington, Franklin and other early American leaders. This valuable collection has been bequeathed to the Metropolitan Museum of Art.

A MAP made by Christopher Columbus, it is reported, has been found under curious circumstances in the National Library in Paris by M. de La Roncière, head of the printed book section. M. de La Roncière told the Académie des Inscriptions et Belles-Lettres that he believed the map to be none other than the one which inspired Columbus's epoch-making voyage. The map represents the earth as it was

known, in the form of an island enveloped by four oceans, and gives in detail the coast lines of Europe and of Africa as far as the Cape of Good Hope.

DR. A. S. W. ROSENBACH is reported to have purchased rarities amounting to £39,952 at the recent Britwell Court library sale at Sotheby's in London. He left values amounting to £8,418 for all of his competitors. The coolness and quietness of his bidding did not exactly please the *London Daily Mail*. "When he bids," says this paper, "he has the air of an umpire recording scores at a tennis tournament. He murmurs his bids in a scarcely audible voice, and seems utterly detached and indifferent. Often this effortless spender of thousands, in a subdued and disinterested voice, puts up the bidding with a bound, so as to shorten it as much as possible." Dr. Rosenbach is credited with the statement that he is prepared to spend \$2,000,000 on his European trip if he can find the books he wants.

FRANK J. METCALF, hymnologist, is completing a catalog of hymn books, published in the American colonies and the United States from 1720 to 1880, noting the names of libraries in which the rare editions may be found. The chief sources consulted are the Library of Congress, the New York Public Library, the Boston Public Library, the American Antiquarian Society at Worcester, Mass., and the Western Reserve Historical Society at Cleveland. Mr. Metcalf says that much material, too, has been found in libraries in Philadelphia, Baltimore and Pittsburgh. The collecting of hymnals has in a comparatively short period been taken up in many quarters. Mr. Metcalf's collection in the course of his investigations has grown to considerable size.

ONE of the most important sales of the season will be held at the American Art Galleries on April 22, 23 and 24, when rare books and manuscripts, the property of a Pennsylvania collector, will be sold. This collection includes sporting books and prints in color, original water-colors by Leech and others; angling scenes in oil by S. Alken; the first five editions of Walton's "Angler"; original drawing and books by Blake, Thackeray, Kipling, and others; fine bindings by Gosden, Meunier, Riviere, Cobden-Sanderson; magnificent fore-edge paintings; also books from the libraries of Grolier, De Thou, and Marie Antoinette; extensive series of eighteenth and nineteenth

century illustrated French books; first editions, autograph letters and manuscripts of nineteenth century authors, and it is believed, the finest collection ever brought together of autographs and portraits of Napoleon Bonaparte and his intimate associates.

THE private library of J. G. Backmann of Brooklyn sold at the Anderson Galleries April 2nd, consisting of modern first editions in original bindings and fine sets of standard authors together with a few manuscripts, consisting of 270 lots, brought \$8,100. A few of the most important lots and the prices realized were the following: Boswell's "Life of Johnson," 2 vols., 4to, London, 1891, first edition, \$130; Sir Thomas Browne's "Religio Medici," London, 1642, first edition, \$135; Burton's translation of "The Arabian Nights," 17 vols., Benares, 1885-88, original edition, \$230; Mark Twains's "Writings," 35 vols., cloth, New York, 1922-23, limited edition, \$185; Galsworthy's "Works," 18 vols., boards, New York, 1922-23, Manaton edition, \$125; Kipling's "Works," 25 vols., boards, London, Bombay edition, \$230; Meredith's "Works," 29 vols., half morocco, New York, 1909-12, Memorial edition, \$80; George Moore's "Collected Works," 20 vols., boards, New York, 1922-23, Carra edition, \$110; Pepys's "Diary," 10 vols., cloth, London, 1893-99, large paper edition, \$110; Scott's "Works," 100 vols., full russia, Edinburgh, 1829-39, famous Cadell edition, \$200; Stevenson's "Works," 26 vols., New York, 1921-23, Vailima edition, \$300; and Tolstoi's "Novels and Other Works," 24 vols., half morocco, New York, 1917, \$75. Of the manuscripts, George Gissing's "Demos," 360 4to pages, brought \$600, the highest price. LeGallienne's manuscript "Rudyard Kipling: A Critical Causerie," 27 4to pages, sold for \$140.

SOME almost unknown or unrecorded early editions of Rudyard Kipling were included in a recent sale at Sotheby's in London. "They tend to show," says William Roberts in the *London Times*, "that even the bibliography of a living author may be full of problems and pitfalls. One would have thought that Captain Martindell had left no Kipling problems unsolved and had overlooked no first or early edition." Yet in this sale there were three items which he did not possess or did not know about. The "Letters of Marque" issued by A. H. Wheeler & Co., Allahabad, 1891, which brought £24, is cataloged as the earliest issue of the first edition, with the pub-

lisher's rubber stamped date of publication "Issued 5 Oct. 91," two months earlier than the similar stamp-date copy in the Martindell collection. The probability is that there was typographically no such thing as the "earliest issue of the first complete edition"; the issue was probably all printed off at the same time, and the date stamp affixed as the copies were issued in batches. The rare first "pirate edition" of "Barrack Room Ballads," thirty-two pages as issued, without wrapper or cover, imprint, publisher's name or date (but *circa* 1892), brought £11; it is apparently identical with the issue described by Captain Martindell in his "Bibliography," altho the sale catalog states that no example of the issue was in his collection. There was also an unknown issue of "The Phantom Rickshaw," in the original gray-green wrapper, and with the imprint of A. H. Wheeler & Co., Allahabad (no date), and has only "Lahore" at the foot of the front cover, whereas the first English edition has "Lahore, Sampson Low" etc. This item realized £11 10s. Two uncollected items were also in the sale, "The Sin of Witchcraft," six leaves, published by the Imperial South African Association, 1901, brought £25 10s.; and the "Science of Rebellion: A Tract for the Times," six leaves, specially written for the South African Association, and printed by Vacher, of Westminster, 1901, sold for £18 10s. An offset of "The Settler," four pages, and published in "The Five Nations," 1903, brought £60. A fine copy of "Schoolboy Lyrics," Lahore, 1881, in the original blank white paper covers, realized £300.

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Acts of (Va.) Assembly Co., Box 30, Leesburg, Va.
Virginia Laws, printed by Baskett, 1728.
Virginia Laws, Abridgment, 1728.
Virginia Laws, Mercer, 1739.
Old Virginia Session Laws.

America-South-of-Us, 44 W. 47th St., New York
Publishers' Trade List Annual, 1923.
Lady Nugent's Journal, Jamaica.
Mozan's Along the Andes and Down the Amazon, 1911.
Joyce's Archaeology of Central America.

Amer. Bap. Pub. Soc., 1107 McGee St., Kansas City, Mo.

Southern Statesmen of the Old Regime, pub. by T. Y. Crowell Co.

Volsunga Saga, trans. by Wm. Morris.
History of the Pianoforte, by Weitzmann.
The Two Great Republics, Rome and the United States, Lewis.
Virginius Puerisque and other vols. of Essays, by Stevenson.

Frieze's Quintillan.

Classic Myths in Art, by J. D. Addison.

Indians of Today, C. Alex. Eastman.

Poems, by Lacelles Abercrombie.

Renaissance in Italy, part 4 in 2 vols., by Symonds.

History of English Literature, Ten Broeck.

Latin Manuscripts, by Johnston.

Women's Share in Social Culture, by Spencer

Autobiography, 1829-1889, Anton Rubinstein.

Streathfield, The Opera.

Commentaries on the Scriptures; Cause of God and Truth, by Dr. John Gill.

Blasts from the Ram's Horn, 320 pages, each page containing an illustration.

Hundred Years of Music in America, by Matthews.

National Music, by Engell.

Dutch Republic, condensed, Motley.

Some Strange Corners of our Country, by Lummis.

Eothen, by Kinglake.

Open Air, by Jeffries.

Amer. Bap. Pub. Soc., 223 Church St., Toronto, Can.
The Child and Religion, vol. xi. in the Crown Theological Library, T. Stephens.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.
Oxford ed. of Chaucer's Complete Writings.

Theodore Arnold, 333 Dolphin St., Baltimore
Maryland State, County, Town and Family Histories.

Auditorium Book Store, 1407 Arapahoe St., Denver.
Thwaite's Early Western Travels, about 30 vols.

Augustana Book Concern, Rock Island, Ill.
The Covenanters, by J. King Hewisan.
From Augustus to Augustine, by Ernest Gottlieb Sihler.

L. S. Ayres & Company, Indianapolis, Ind.
My Memories, by Richard Wagner, (Not My Life.)
Young People's Bible History, by Parker, 26 vols.
One set Bailey Horticulture, good condition.
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One book of Mushrooms, by McIlvaine, pub. by Bobbs-Merrill.
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Set Hart's History of the United States, 28 vols., Harvard Series, must be good cloth ed., gilt top and maps.

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Cecelia de Noel, pub. Mac.

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Washburn, The Color of the East.

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Williams, Sandwich Glass.
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Christopher Marshall, Diary.
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Rauch, Penna., Dutch Handbook.
Antiques Magazine.
American Mercury, Jan. and Feb.

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Ptolmney Geographica.
New International Encyclopedia, 1920 ed., cloth, Dodd, Mead.
- Joseph J. Barton, 30 Bond St., Passaic, N. J.**
The Psalms of David, printed by Shepard Kollock, Elizabethtown, 1791, incomplete copy will do.
The Comic Romance of Monsieur Scarron, translated by Oliver Goldsmith, vol. 2 only, Lon., 1775.
Rabelais, Bohn ed., Lon., 1863, vol. 1 only.
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Anderson, Blue Moon.
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White, History Warfare of Science with Theology.
Anderson, Annals of English Bible, 2 vols.
Thorpe, Homilies of Anglo-Saxon Church, 2 vols.
Thomas Gabb, Finis Pyramidis, 1806.
French, Prehistoric Faith and Worship.
Krey, The First Crusade.
Boyd, Aext Ethiopic Version Octateuch.
Samuel Knight, Life of Erasmus.
D'Emmiliane, Short History Monastical Orders.
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Totten, Our Race Series.
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Commercial Values, Mark Jefferson.
- Walter Hart Blumenthal, Room 1110, 19 W. 44th St., New York City**
Einhorn, David, Trauer-Rede on Lincoln, Phila., 1865, 8pp.
Morais, Sabato, Lincoln's Eulogy, Phila., 1865, 7pp.
- Bd of Christian Educ. of the Presby. Church, 278 Post St., San Francisco, Cal.**
Cairns, Christianity in Modern World.
- The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio**
Light and Color, E. D. Babbitt.
Lighted Windows, Frank Crane, John Lane & Co., N. Y. and London, '18.
Jurgen, English ed., illus. by Page.
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- M. M. Breslow, Bible House, 4th Ave. & 9th St., New York**
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Whitman, American Primer.
- Brick Row Book Shop, 19 E. 47th St., New York**
Rimington, A. Wallace, Colour Music.
Gurney, Edmund, Tertium Quid, 2 vols., London, 1887; Power of Sound, London, 1880.
Tynan, Katherine, firsts, verse.
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Ignatius Donnelly's Atlantis, good copy.

Brookline Public Library, Brookline, Mass.
Schaff & Wace, Nicene and Post-Nicene Fathers, 2 series, 28 vols.

Brooklyn Museum Lib., East. Parkway, Brooklyn
Maryland Academy of Sciences, trans., v. 1-2.

Burrows Bros., 633 Euclid Ave., Cleveland, O.
Twice Around the World, by Forbes.

John Byrne & Co., Washington, D. C. (Cash)
Tennessee Public and Private Acts, 1923, 3 vols.
Thayer's Preliminary Treatise on Evidence, 1898.
U. S. Court of Claims Reports, vol. 29.
Opinions of U. S. Attorneys General, vols. 9, 10, 11, 12, 22.
Newell on Slander and Libel, 3rd ed., 1914.
Jeaffreson, A Book About Lawyers, London, 1867.
Smith, The Lawyer and His Profession, London, 1860.
Forsyth, History of Lawyers, Ancient and Modern, New York, 1875.
Treasury Department, Internal Revenue Decisions, vols. 5, 6, 7, 8, 9, 11, 12, 13, 14, 15.

E. E. Calkins, 247 Park Ave., New York.
History of Norwich, Frances M. Caulkins, 1866.
McGuirey's Primer, with orthographic spelling, pub. prior to 1874.
The Harper Establishment, or How Story Books Are Made, 1855.
The Turkish Jester, translated by George Borrow, Ipswich, about 1884.
University Magazine, July, Aug., Sept., 1895.

Campion & Co., 126 S. 16th St., Philadelphia
The West in the East, Collier.
Frankau, Eighteenth Century, Artists and Engravers.
Child's History of England; Great Expectations, Dickens, Gadshill ed.
True Story of the New England Captives.
Football, Percy Haughton, 1st ed.
Samuel Brohl & Co., by Victor Cherbuliez.
The Arm Chair at Inn, Smith.

Carnegie Library, Atlanta, Ga.
Munsterberg, Hugo, On the Witness Stand, Doubleday.
Towne, H. R., Locks and Builder's Hardware, Wiley.
C. N. Caspar, 454 E. Water St., Milwaukee, Wis.
Joel & Wolfenden, Respiration in Singing.
Henry, Waifs and Strays, green cloth; Trimmed Lamp, green cloth.
Eaton, Idyl of Twin Fires.
Athanasius Kircher, 1680, Scrutinium Postes, Rome, 1658.
German Catholic Bibles, 4to, illustr.
Handbook of Proverbs, Macmillan.
Bechtel, Proverbs.
Carter, Kingdom of Siam.
Rhys and Brynmore, Jones, Welsh People.
Curtin, Mongols; Mongols in Russia.
Twain, Life on the Mississippi, 4to, illustr.; Huckleberry Finn, same.
Stevenson, Path of Honor.
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Textbook of Microscopic Anatomy.

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Freeman, Schools of Hellas.
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A. H. Clark—Continued

Chase, Hist. of Dartmouth College, ed. Lord, 2 vols.
Columbus, Christopher, any books by or relating to, Florida, anything relating thereto.
Hyne, Little Red Captain.
Morga, Hist. of Philippine Islands, 2 vols., 1907.
Lyttton, Caxtoniana.
Burton, Anatomy of Melancholy, 3 vols.
Harper's Magazine, April, 1923.
Myrick, How to Cooperate.
Drysdale, Helps for Ambitious Boys; Helps for Ambitious Girls.
Horseless Age, 1904, complete or issue for Nov. 23.
Spears and Clark, Hist. of Miss. Valley.
Trelease, Agave of the West Indies.
Toronto Globe, from beg. to date.
Agassiz, Seaside Studies in Natural Hist., etc., 1865.
Nation, Weekly Jl. of Politics, vols. 15, 48, 53.

John Clark Co., 1783 E. 11th St., Cleveland, O.
Cooke, John E., Mohun.
Forum, Jan., 1910.
Godkin, Unforeseen Tendencies of Democracy.
Good Housekeeping, April, 1917.
Hamerton, The Art of the American Wood Engraver, 2 vols., 1894.
Hunt, Life in America 100 Years Ago.
Kingsley, Roman and the Teuton.
Littell's Living Age, complete set or any long run from its beginning.
Larned's History for Ready Reference, vol. 7.
Mahan, The War in South Africa; Armaments and Arbitration.
Osgood, American Colonies in the 17th Century, 2 vols., 1904.
Simms, The Yemassee.
Skrine, Expansion of Russia.
Van Tyne, Loyalists of the American Revolution.
Wallace and others, The Progress of the Century.
Loti, Pierre, Complete Works, preferably in a fine binding.
South Dakota Historical Collections, vols. 2 and 5.
George M. Chandler, 75 E. Van Buren St., Chicago
Addison, Life of Lucy Larcom, Houghton.
Crawley, Mystic Rose, 1902.
DaVinci, Leonardo, Literary Works, 2 vols., 1883.
Dobson, Horace Walpole, large paper, 1890.
Doyle, Sir Nigel.
Dumas, My Memoirs, 6 vols.
FitzGerald, Letters and Literary Remains, 3 vols.
Gould, 50 years on the Mississippi.
Gracian, Art of Worldly Wisdom.
Gregg, Commerce of the Prairies, 2 vols.
Howell, J., Letters, 4 vols., H. M. & Co.
Kinzie, Wau Bun, Rand McNally.
Masson, Life of Milton, 7 vols.
Mommson, History of Rome, 5 vols.
Moorhead, Stone Age in N. A., 2 vols., 1910.
Palmer, Joel, Narrative, 1847 or 1851.
Patterson, History of the Backwoods, 1843.
Pennell's Whistler, 2 vols.
Peter's Kit Carson, 1874.
Pliny, Natural History, 6 vols., Bohn.
Rousseau, Confessions, 4 vols., Gebbies ed.
Snyder, World Machine.
Trowbridge, Seven Splendid Sinners.

Chapman Bookstore, 190 Peel St., Montreal, Can.
Sweet Ann Page, by Mortimer Ollias.
Lescarbot's History of New France, Vol. I.
Champlain Society Edition.
Canadian books in general.

Chemical Catalog Co., 19 E. 24th St., New York
Foster's Evaporating.
Davis' Handbook of Chemical Engineering.

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis
National Used Car Market Report.
1923 Annual Popular Mechanics Handbook.
Psychopathology of Everyday Life, Freud.
Dealers please send catalogue.

City Library, Springfield, Mass.
Literary Review, Sept. 29, 1923.
New International Encyclopaedia, 1912 ed., or 1914-16 ed.

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Grammar of Assent, by Cardinal Newman.
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Helen Huntington, Moon Lady; Sovereign Good,
orig. pub. by Putnam.

Colesworthy's Bk. Store, 66 Cornhill, Boston
Chevreul on Color.
Ships and Sailors of Old Salem, Paine.
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Flight O' Fancy, Laura Simmons.
Social Chess.
Virgil in Middle Ages, Comparetti, English trans.
Offering for 1829.
Religion of the Sacred Heart, Hardy.
How to Breathe Right, Lankow.
Holdens Book on Canaries and Cage Birds.
Saltus, any titles.

Columbia University Lib., New York
Meyers, Theodore Bailey, Tories or Loyalists in
America, being slight historical tracings from the
footprints of Sir John Johnson and his contemporaries
in the Revolution, facsimile, Albany,
1882.
Bohm von Bawerk, The Positive Theory of Capital,
Macmillan, 1891.
Handschin, G. H., Teaching of Modern Language,
U. S. Board of Education Bulletin, 1913, No. 3,
whole No. 510.
Ireland, J. R., The Republic, or a History of the
U. S., vol. 7-15.
Hume, Dialogues Concerning Natural Religion.
Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
John Stoner, Hunter and Trapper.
Gunn's Family Physician.
History of Otsego Co., New York.

Covici-McGee, 158 W. Washington St., Chicago
Casson's History of the Telephone, McClurg.
Bram Stoker, Famous Imposters; Gates of Life;
Mystery of the Sea; Personal Review of Henry
Irving.
Corra Harris, The Circuit Rider's Window.
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The Conqueror.
Poems of Joseph Teenan, Edinburgh, 1877.

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Elements of Electro Chemistry, by Dr. E. F. Smith.
Any of Rev. E. W. Bullinger Books.
Nelson's A. B. C. Stock Spect., 1902.
Century Mag., Dec., 1904.
The Story of a Lion, by Agnes.
30 Years a Hunter.
Historical Review of Clinton County.
St. Claire of the Isle.
Hist. of Bedford County.
Jackson's Orthodontia, 3 copies.
Brown, Portrait Gallery of Silhouettes.
Silhouettes, anything quote.
Pinkerton, Molly Maguires, 5 copies.
Girtin, Thos., Life and Writing of an Artist.
Fresh Gleanings, 2 vols. ed.
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Notes on Slavery in Mass.
Parleys, Panorama.
Whitman, Notes and Fragments, ed. by Dr. Buck.
Pocketbook ed. of Leaves of Grass; 1st ed. Leaves
of Grass, Whitman.
Alice Adventures in Wonderland, N. Y., 1866.
Uncle Tom's Cabin, 1st ed.
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American Auctions Prices, 1895-98-99, 1909-1917,
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Bombaugh, Gleanings for the Curious.
Bell's Reminiscences of a Ranger.
Clarence King's Memoirs.
Knoblauch, My Lady's Dress, Drama League Series.
Lummis, Spanish Pioneers.
Smith, Preserved, History of the Reformation.
Wright, Robt. M., Dodge City the Cowboy Capital.

Denver Dry Goods Co., Denver, Colo.
John the Baptist, by Suderman.

Detroit Book Shop, 2022 Hastings St., Detroit
Scientific Am. Cyclopedia of Receipts, Notes and
Queries, about 1905.

Detroit Public Library, Detroit
Bacon, Introduction to the New Testament.

Dixie Bus. Bk. Shop, 140 Greenwich St., N. Y.
The Fool in Christ.

Doubleday Page Book Shop, 55 Liberty St., N. Y.
Cogswell, Compendium of Photography, complete.
Gilbert Murray, The Great Analysis.
Havelock Ellis, Kanga Creek.
H. C. Bailey, Springtime, Nelson Library.
Bits of Life, Anon, Brentano.
Woodberry, History of Wood Engraving.

James F. Drake, 14 W. 40th St., New York
Account of Strawberry Hill, by Updike, 1904.
Ainslee, Magazine, February, 1899.
Americanization of Edwin Bok, 1st ed.
Bennett, Master Skylark, 1890.
Any Bliss Carman 1st eds.
Books relating to C. Carroll of Carrollton.
Cather, Alexander's Bridge, 1912; April 1st lights,
1903; O Pioneers! 1913.
Clemens, Life on the Mississippi, 1883; Mysterious
Stranger, 1910; Prince and the rauper, 1882;
Sandwich Islands, 1920; Adv. of Tom Sawyer,
1876; Tom Sawyer Abroad, 1894; True Story, 1877;
What is Man? 1905.
Club of Old Vols., Horace Walpole, Printer;
paper read by Merritt at Meeting, April, 1907.
Any Conrad 1st American eds.
Cooper, Spy, 2 vols., 1821.
Any Stephen Crane 1st eds.
Cripper, Green Peas, 1864.
Dickens, Christmas Carol, Intro. by Newton, 1st ed.
Embury II., Dutch Colonial House, 1st ed.
Emerson, Essays, Second Series, 1st ed.
Gribble, Catherine the Great, 1st ed.
Grolier Club, Irving Journal, 3 vols., 1st ed.
Harte, Ballow Post, 1871; John Hare, 1894; Heathen
Chinee, 1871; Hoodlum Band, 1878; Life of Garfield,
by Hillason, 1881; Pliocene Skull, 1st issue,
1871.
Proceedings Society Review, Boston, 1872.
Hawthorne, House of Seven Gables, 1851; Liberty
Tree, 1842; Scarlet Letter, 1st issue, 1850.
Hearn, Diary of an Impressionist, 1911.
Henry, Ransom of Red Chief, 1918.
Hergesheimer, Tubal Cain, L. P., 1st ed.; Wild
Oranges, L. P., 1st ed.
Hough, Story of the Cow Boy, 1897; Story of the
Outlaw, 1906.
Hovey, Launcelot and Guenevere, 1891.
Huneker, Visionaries, 1905.
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King, Colonel's Daughter, 1st ed.
Kipling, Dipsy Chanty, 1st ed.
Krehbiel, How to Listen to Music, 1896.
Lindsay, Adv. While Preaching Gospel of Beauty,
1914; Chinese Nightingale, 1917.
Lincoln, Cape Cod Ballads, 1902.
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 Millay, Few Figs From Thistles, 1921; Renaissance, 1917.
 Monroe, New Poetry, 1923.
 Morley, Mince Pie, 1919; Parnassus on Wheels, 1917; Songs for a Little House, 1917; Travels in Philadelphia, 1920; Where the Blue Begins, 1922.
 Pages, Life and Letters, L. P., 1st ed.
 Parker, Lovers Diary, 1st ed., 1894.
 Poe, Eureka, 1848; The Raven, 1845; Tales Grotesque and Arabesque, 2 vols., 1840.
 Pyle, Garden Behind the Moon, 1895; Men of Iron, 1892.
 Riverside Press, James Biblio, by Phillips, 1906; Ecclesiastes, 1st ed; Petrarch, 1st ed; Sion's Sonnets, 1st ed.
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 Roosevelt, New Nationalism, 1910.
 Sandburg, Rootabaga Stories, 1922.
 Service, Rhymes of a Rolling Stone, 1912.
 Shaw, Dramatic Opinions, 1906.
 Steele, Land's End, 1st ed.
 Tabb, Child Verse, 1st ed.; Lyrics, 1st ed.; An Octave to Mary, 1893.
 Tarkington, Sykes, Poe's Run, 1905; Werner's Readings, 1905.
 Vetromile, Abnakis and Their History, 1866.
 Wallace, Lew Tyler's Wives, 1st ed.
 Wharton, Ethan Frome, 1st ed.
 Whitman, Franklin Evans, 1842.
 Leaves of Grass, 1889, Whitman.
 Wilson, His Majesty Bunker Bean, 1st ed.; Make or Break, 1st ed.; The Man Who Came Back, 1st ed.
 The State, 1889, Wilson.
 Wood's Magazine, October, 1869.
 Early History of Yellowstone National Park.
 Young, Blind Man at the Window, 1st ed.
 Grolier Club, Kent, One Hundred Famous Books.

H. & W. B. Drew Co., Jacksonville, Fla.

What Is English? by Ward.
 Italian Garden, by Mrs. Wharton, illus., by Maxfield Parrish, and pub. by Scribners, Century Co. edition not the one wanted.

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 Bartlett, Northward and Co.
 Brooks, Van Wyck, Wine of the Puritans, etc.
 Bret Harte's Works, L. P. Houghton Mifflin.
 Black, The Ten Laws of Health.
 Burke, Thomas, Best Stories of 1913, 1st ed.
 Bolton, Texas in the Middle of the 18th century.
 Bentley's Miscellany, American ed., New York, 1838, in the original paper covers.
 Baring, M., Thoughts on Art and Life, Boston, 1906.
 Bullard, K. W., Jamestown Tributes and Toasts, 1st ed.
 Bouce, Below the James.
 Begbie, House of Deceit.
 Byrne, Inspection of the Material and Workmanship Employed in the Construction.
 Brugsch, Hieroglyphics Denotu Dictionary in English.
 Borrow, Lavengro; Bible in Spain; Romany Rye; Wild Wales, Brentano.
 Pierce, A., Write it Right.
 Bone, D. W., The Brass Bounder, 1911, 1st American ed.
 Bishop, Extra Illus. Catalogues on Jade.
 Burroughs, John, Notes on Walt Whiman, New York, 1867; also New York, 1871.
 Baring, M., Thoughts on Art and Life, Boston, 1906.
 Bridges, R., Armour of Court, Boston, 1893.

Dutton—Continued

Baxter, An Old Sketch Book of Marblehead, illus. by Horritz.
 Bunney's Cook Book.
 Bowditch, H., Sea Diary.
 Buchanan, Come Live With Me and Be My Love.
 Brown, J. M., Brief Sketch of the 1st Settlement of Schoharie Co.
 Barres, In the German Service.
 Barr, Mrs., Friend Olivia, 1st ed., 1890.
 Birds of Florida, Government Publication, Washington.
 Cowenters, P. S., The Harkmers and Schuylers, 1903.
 Cather, Willa, One of Ours, large paper ed.; April Twilight, lim. ed.; Youth and Bright Medusa, 1st ed.
 Diamond Dickens, Boston, 1867, Oliver Twist; Tale of Two Cities; Great Expectations, Sketches by Boz.
 Doughty, Arabia Deserta.
 Downing, A. J., Rural Essays.
 Duclauxin, Emily Bronte.
 Douglas, South Wind.
 Crowther, My Life and Word, 1st ed.
 Gillmore, John Sevier as a Commonwealth Builder.
 Hare, Two Noble Lives; Story of My Life.
 Johnson, Sir William, Life.
 Lefevée, R., History of New Paltz, New York, 1903.
 Newton, Amenities of Book Collecting, 1st ed.
 Rossetti, The Face of the Deep.
 Steele, F. A., On the Face of the Waters.
 Weiser, Life of Conrad Weiser, 1899.
 Ward, With Stanley's Rear-Guard.
 White, Bishop, Memoirs.
 Wilkins, Portion of Labor; Jerome a Poor Man; Fair Lavinia; Yates Pride; Shoulder of Atlas; Six Trees; Winning Lady; Love of Parson Lord; Evelind's Gardia.

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 Travels in America, Humboldt.
 The Little Boy Who Lived on the Hill, by Annie Laurie.
 On the Spanish Main, Masfield, pub. by Macmillan.

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Weems' Life of Marion, by Col. Horry, old illus. ed.
 Pickthall, Marmaduke, Oriental Tales, not expensive ed., new.
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History of Standard Oil Co., Tarbell.

Franklin Bookshop, 920 Walnut St., Phila.

Dugmore, Romance of Beaver.
 Arnold, Sea Beach at Ebb Tide, N. Y., 1901.
 Sanderson, 13 Years Among Wild Beasts, 1896.
 Gibson, W. H., Eye Spy.
 Parkman, F., Book of Roses, Boston, 1866.

French Book Shop, 561 Madison Ave., New York

U. S. Catalog of Books, 1912; Supplts., 1912-1918 and 1919-1921, in any condition, or will take any volumes.

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Holy Living; Holy Dying, by Jerome Taylor.

Gammel's Book Store, Austin, Texas

Seringo, a Texas Cowboy.

Fowler, Sexual Science.

Yoakum's History of Texas, vol. 2.

Fleming, Genealogy of Frierson Family, 1887.

Lodge, Science and Immortality, Moffat.

Anything on Texas.

Gardenside Bk. Shop, 280 Dartmouth St., Boston 17

Any Cooper's Novels, Darley, illustrations, cloth.
McMaster, History U. S. Appleton, vols. 6, 7, 8, early eds.

Leon Gelber, 336 Sutter St., San Francisco

Roseberry, Napoleon the Last Phase.

La Motte, Opium Monopoly.

Moorehead, Stone Age.

Libra, Astrology, Its Teachings.

Jameson, Sacred and Legendary Art.

Pennell, Nights.

Ralston, Skinner, Egyptian Mysteries.

Lessing, Children of Man.

J. K. Gill Co., Portland, Ore.

End of a Chapter, by Shane Leslie, pub. by Scribner's.

Genius of Galilee, by A. U. Hancock.

Progress of Religious Ideas, vol. 1, by L. Maria Child, copyrighted, 1855, by C. S. Francis & Co.
Literary Forgeries, by J. A. Farrer, pub. by Longmans.

Romance of Bookselling, by F. A. Mumby, pub. by Little, Brown.

Gimbel Brothers Bk. Store, Philadelphia

Eve's Daughters, by Marion Harland.

Ginsburg's Bk. Shop, 1821 Pitkin Ave., Brooklyn

Florida Session Laws, Acts of 1881, 83, 85, Old Law Books.

Sigerson, The Sad Years, Madge Linsey.

George Sand, Snowman, English trans.

Laurence Gomme, 34 E. 48th St., New York.

Gilburg & Wilton, Last Days of the Romanoffs, Doran.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Adams, J. Q., Memoirs, 12 vols.

Avery, Hist. of U. S., vols. 5 and 7.

Bauder, Spiritual Mirror.

Chapel Gems, pub. 50 years ago.

Chestnut, Diary from Dixie.

Cody, Story of Wild West, 1889.

Cook, My Attainment of the Pole.

Conn. Men in Revolution.

Cornhill Booklet, Nov., 1831, Feb., 1832.

Coxe's Hist. of the Civil War.

Crawford, Adam Johnston's Son.

Euripides, Three Dramas of, Lawton, 1889.

Fenger, Alone in the Caribbean.

Forbes, R., Quest; Reminiscences of R. B.

Gilbert, The Lesson System, 1879.

Goodyear, Grammar of the Lotus, Chataqua Press.

Higgenson, Princess of Java.

Hillis, Foretokens of Immortality.

Hist. U. S. in Chronological Order, 1886 or later.

Jefferson Bible, Wash., 1904.

Lemaitre, The Pardon, in English.

Long & Wright, Memoirs Robt. E. Lee, 1887.

Masters in Art, Aug., 1908.

Miller, What England Can Teach Us About Gardening.

Prince, Story of Christine Rochefort.

Robinson, Sam Lovel's Camp.

Roe, Vale of Paradise.

Rose, Origins of the War.

Royce, Feud of Oakdale Creek.

Sat. Even. Post, Nov. 17, 1923.

Stimson, Hist. of Express Business, 1881.

Vorse, Breaking in of a Yachtsman's Wife.

Taylor, Northern Travel.

Thackery, Pendennis. Univ. ed., 1886, dark red.

Thayer, Italia; Short Hist. of Venice.

Goodspeeds—Continued

Weeden, Bandanna Ballads; Old Voices.

Genealogies:

Desc. of C. De Wolf of Guadalupe.

Gotham Book Mart, 51 W. 47th St., New York

Van Vechten, Peter Whiffle, 1st ed.

Graham Book Stores, Ann Arbor, Mich.

Barlow, Vision of Columbus.

Winterbotham, History of United States, 1795.

Morse, Geography or Gayeteer, any ed.

Smith, History of World, New York, 1795.

John Norman, American Pilot, any ed.

Mathew Clark, Coast Chart.

Grant's Book Shop, 127 Genesee St., Utica, N. Y.

H. Noel Williams, Love Affairs of the Condes, Scribner.

False Brood of Lorraine, Dutton.

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Story of the Palatines.

Fitch, My Demon Motor Boat.

Oldmeadow, Antonio, Grosset.

Grimwood's, 24 N. Tejon St., Colorado Springs, Col.

Helen Hunt, Jackson Poems.

Barchester Towers, Trollope, Nelson's New Century Ed. Library.

Sardou, Cleopatra, by any publisher.

Hamilton Bk. Co., 123 S. Whitfield St., E. Liberty, Pittsburgh.

Romance of Medicine, Campbell.

The Latimers.

Classical Dictionary, Harper.

Encyclopedias or Reference Books in 1 vol.

Hampshire Bookshop, Northampton, Mass.

Airs and Ballads, by John McClure, Knopf.

Harvard Cooperative Soc., Bk. Dept., Cambridge, Mass.

C. E. Gouldsbury, Reminiscences of a Stowaway, Dutton.

Wellman, Art of Examination, 2nd hand.

Schmuller, Mercantilism, Economic Classics, edited by Ashley, pub. Macmillan.

Whitworth, Choice and Chance, Camb. Press.

Gummere, Germanic Origins.

Hazen's Bookstore, 238 Main St., Middletown, Conn.

Melting of Molly, Davies, reprint ed.

The Sorrows of God, Studdert-Kennedy.

Wm. Helburn, Inc., 418 Madison Ave., New York.

Diehl, Manuel d'Art Byzantin.

L. B. Herr & Son, 46 W. King St., Lancaster, Pa.

Fullness of Jesus.

E. Higgins Co., Grand Rapids, Mich.

Mulder, Dominie of Harlem; Brahm of Five Corners.

Walter M. Hill, 22 E. Washington St., Chicago.

Any important Iowa items.

Studies in Philology, Univ. of N. C., vol. 3, 1909; vol. 12, no. 2, 1915; vol. 13, no. 3, 1916.

Houseman, A Shropshire Lad, 1st ed., 1896.

Ward, Some American College Bookplates.

Powell, Indian Reminiscences.

Contributions to Archaeology of Mammoth Cave, Nelson.

Harrison Ainsworth's Rookwood.

Egyptian Myth and Legend, Mowkensis.

Beggar's Opera, American eds. prior to 1920.

Umbrian Studies, trans. Gabriel Faure.

Egypt Under the Pharaohs, Brugsch-Bay.

Life and Times of Ambrose Pare.

LeFany, Seventy Years of Irish Life.

Chaplin, Heman White, Five Hundred Dollars.

Clifford, Malayan Monochromes.

The Grant Family, A. H. Grant.

Burrows, Fifty Years in Iowa, Davenport, 1888.

Parker, Iowa as It Is, Chicago, 1855.

Ency. Britannica, 11th ed., full suede.

Dr. Eliot, Five Foot Shelf.

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Himebaugh & Browne, 471 Fifth Ave., New York
Love Affairs of the Vatican, Angelo Roffaort.
Guilds of Florence, Edgecomb Staley, pub. by
Dent, London, 1906.
Stained Glass Tour in England, Sherrill.

Hochschild, Kohn & Co., Howard St., Baltimore.
Abbott, Lyman, Old Testament Shadows of New
Testament Truths, green binding, gold lettering,
designs by Dore, Delaroche, Durham & Parsons.
Lady of Blossholme, Haggard.
Historic Gardens of Virginia, 1st printing only.
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Campaigning with Crook, Chas. King.
Battle of Bunker Hill, J. Clarke.
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Holmes Bk. Co., 742 S. Main St., Los Angeles, Cal.
Grolier Club, Notable Printers of Italy During the
XVth Century, 1910.
Moulton, Charles, Library of Literary Criticism,
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John Howell, 328 Post St., San Francisco, Cal.

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Schoolcraft, vol. 6.
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Light on the Great Pyramid, A. R. Parsons.
Isis Unveiled, Mrs. H. Blavatsky, original ed.
Write It Right, Bierce.
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The Boy Wandrer, Provence, 1877-1887.
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Robert Taylor.

Geo. P. Humphrey, Rochester, N. Y.

Public Papers of Sir William Johnson, 3 vols.
Travels of La Hontan, 2 vols., the McClurg reprint.
Ganot's Physics.
Roscoe and Schoerfhemmer's Chemistry.

H. R. Hunting, Myrick Bldg., Springfield, Mass.
Weyman, House of the Wolf.
Riis, Battle with the Slum.

H. R. Hunting—Continued

Stedman, Complete Pocket Guide to Europe, 2.
Gibbon, Decline and Fall of the Roman Empire,
1st vol. pub. by Lovell, Coryell & Co., with
notes by Rev. H. H. Milman.

Hyland's Old Bk. Store, 204 4th St., Portland, Ore.
Cambridge Street; Spirit of Jesus, Edinburgh.

Georges Iles, Park Ave. Hotel, New York.

Volney Streamer, editor, Voices of Doubt and
Trust, Brentano's, 1897.

George P. Marsh, Lectures on the English Lan-
guage; Origin and History of English; Man and
Nature; all in revised and enlarged eds.

William McLennan, Songs of Old Canada, Mon-
treal, 1885.

John Reade, Vision of Merlin and Other Poems,
Montreal, 1868.

Internat'l Bk. Guild, 1063 De Kalb Ave., B'klyn, N.Y.
Books and Items about Mark Twain, not by him.

Iowa State College Library, Ames, Iowa.

Tardieu, France and the Alliances: The Struggle
for the Balance of Power, 1908, Macmillan.

Geo. W. Jacobs & Co., 1628 Chestnut St., Phila.

First Lessons in Geometry, Hill.

Stiegel Glass, F. W. Hunter.

Sevenfold Gift, Hodgson.

Urania, Camile Flammarion.

Life and Letters of Peter Tchaikorski, trans. by
Rosa Newmarch.

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Versailles Historical Series, Hardy, Pratt Co.,
Boston, 1913, Memoirs Madame de Mottville, etc.,
ten titles, any.

E. W. Johnson, 343 E. 140th St., New York.

Ellet, Women of the Revolution, 3 vols.

Chandler, Trial of Jesus, 2 vols.

Edw. P. Judd Co., New Haven, Conn.

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Cap and Gown, Brown, Pilgrim.

S. Kann Sons Co., Penna. Ave., Washington, D. C.

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Kendrick-Bellamy, 16th St. at Stout, Denver.

How to Study Best Short Stories, Blanche Colton
Williams.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Worden's Nitrocellulose Industry, vol. 2, Van Nos-
trand.

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Journal of the American Chemical Society, 1879 to
1892, any vols.

Lamar & Barton, Nashville, Tenn.

Quaint and Curious Advertisements, Olden Time
Series, H. M. Brooks, Ticknor & Co., Boston,
Mass.

Lamar & Barton, 5th & Grace Sts., Richmond, Va.

The Adventures of Elizabeth in Rugen, M. A.
Arnim.

Spurgeon's Sermons.

Lasalle & Koch Bk. Shop, Toledo, Ohio.

Book About Doctors, Geo. Jefferson.

Social Statistics, Spencer.

Chas. E. Lauriat Co., 385 Washington St., Boston

Valley of Shadows, Francis Grierson.

In Thackeray's London, Hopkinson Smith.

Walt Whitman's Works, Camden ed.

Constitutional History of England, Maitland, Put-

Victorian Chancellors, Attay, Little, Brown & Co.

Southern Planter, Smedes, Pott.

Gregory, F. C., The Nature of Numbers.

Lankester, E. R., Kingdom of Man.

Abba Father, T. DeWitt Hyde, Revell.

Halsted, Science Absolute of Space.

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- Carus, Foundations of Mathematics.
 Dedekind, Essays on Numbers.
 LaGrange, Lectures on Elementary Mathematics.
 White, Scrapbook of Elementary Mathematics.
- Lemcke & Buechner, 32 E. 20th St., New York.**
 N. von Eschstruth, Novels, Engl.
 Wilson, Romance of Our Trees.
 Taylor, The Complete Garden.
 Blanchan, American Flower Garden.
 Nutting, Furniture of the Pilgrim Country.
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- N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.**
 Set, Expositors Bible.
 Pulpit Commentary, vol. Proverbs, black cloth.
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- The Lincoln Book Store, Lincoln, Nebr.**
 Hanna, Scotch-Irish.
 Lutkin, Peter, Music in the Church.
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- Lofland & Russell, 732 W. 6th St., Los Angeles.**
 Green Ferne Farm; The Scarlet Shawl; World's End, Restless Human Hearts, Richard Jefferies.
 On Nature's Trail, F. St. Mars.
 Natural History Essays Chas. Waterton.
- Longmans, Green & Co., 55 Fifth Ave., New York.**
 Secrets of the Salmon, Edward Hewitt, pub. Scrib.
- Lowman & Hanford Co., 616 First Ave., Seattle, Wn.**
 Crawshaw, Metal Spinning.
 Davenport, Quest of the Arabian.
 Hodgson, Handaws and How to Care for Them.
 Ray, Joseph, Arithmetic, part 3, pub. 45 or 50 years ago.
 Golden Links in the Chain That Connects Mother, Home and Heaven, book of poems and prose selections.
- Lyric Bk. Shop, 119 N. Robinson, Oklahoma City, Okla.**
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 Burns, complete.
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- McDevitt-Wilson's, Inc., 30 Church St., New York.**
 Croker, B. M., Rolling Stone, Brentano, ad ed.; Two Masters, Lippincott.
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 Haber—Thermodynamics of Chemical Gas Reactions, Longman, Green.
 Newell, C. M., Voyage of the Fleetwing.
 Opie, Reed, Kentucky Colonel, any ed.
 Wallace, Edna, Quest of the Dream, Putnam.
- Jos. McDonough Co., 174 State St., Albany, N. Y.**
 Report of the N. Y. State Bar Asso., 1884.
- Newman F. McGirr, 107 S. 22nd St., Philadelphia.**
 Haeckel, General Morphology.
 Chapman, Evolution of Life.
 Darwin, Origin; and other 1sts.
- R. C. MacMahon, 78 W. 55th St., New York.**
 Comparetti, Virgil in the Middle Ages.
 Leland, Legends of Virgil.
 Tunison, Master Virgil.
 Jewish Encycl., vol. 6 only.
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 LeConte, Religion and Science, Appleton.
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 The Heart of Jesus, Waggett.
 Driftwood, James L. McLane.
 Color Symbolism? trans. from French of Frederic Portal, pub. London 1845, J. Weale & Co.
 Confessions of a Fool, Strindberg.
- Isaac Mendoza Book Co., 15 Ann St., New York.**
 Hedges, Common Sense in Politics.
 Magazine of Am. History, 1877, 1878, 1883, Feb. and April, 1887, July to Dec., 1893, March.
 Sang, New Theory of the Teeth of Wheels, Edin., 1840.
 Giles, Chinese Biog. Dict., Chinese-Eng. Dict.
 Taber, Chronological Hand Book.
 ZuNan, Chinese Dict., 2 vols.
 Wyles, Notes of Chinese Literature.
 Perry, Japan, 3 vols., also any odd vols.
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 Achievements of Christianity, Mozley.
 Schaff-Herzog Ency., cheap.
- Miller & Beyer, 50 W. 49th St., New York.**
 Murray, Gilbert, Four Stages of Greek Religion.
 Saltus, Francis, any of his works.
 Saltus, Edgar, Mary Magdalen, paper wrappers.
 Oscar Wilde, An Idler's Impression.
 Mencken, H. L., George Bernard Shaw: His Plays; any other 1st eds.
 Crane, Stephen, The Red Badge of Courage, 1895;
 The Black Riders, 1895; Maggie, 1893 and 1896;
 George's Mother, 1896; The Little Regiment, 1896;
 The Third Violet, 1897; The Lathorn Book, 1898;
 The Monster, 1899; The Monster, London, 1899.
 Athenian Society, any of its pubs.
 Murray, Gilbert, Rise of Greek Epic.
 Ashdene, Doves, Eragny, Kelmscott Presses, on paper or vellum.
 Machen, Arthur, The Great God Pan, 1894; Three Impostors, 1895; Hieroglyphics, 1902; House of Souls, 1906; Hill of Dreams, 1907.
- The Missouri Store Co., Columbia, Mo.**
 Hone, Everyday Life.
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 Old West Point, author unknown.
 Wood Engravings, proofs from Scribners Magazine about 1881.
 Robie, Art of Love.
 Pablo de Segovia, Quevedo, Paris ed.
 Law's Memorials, Witchcraft Trials.

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Arabian Nights, Payne trans., buck.
Goodrich Family Genealogy.

Nat'l Automobile Chamber of Commerce, 366 Madison Ave., New York.

Storage of Electrical Energy, Gaston Plante, trans. by P. B. Elwell, pub. Whittaker & Co., London, 1887.
Engineers' Pocket Book, Foster, 1905.

Neighborhood Bk. Shop, 922 Madison Ave., N. Y.
Ellacombe's Garden Craft of Shakespeare.
Grindon's Shakespeare's Flowers.
Quiller-Couch's Studies in Literature, 1st ser., Cambridge Press.

J. B. Neumann's Printroom, 19 E. 57th St., N. Y.
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N. Y. Univ. Press Bk. Store, 32 Waverly Pl., N. Y.
Hereford, C. H., Robert Browning, Dodd Mead, 1905.
Gosse, Edmund, Critical Kit-Kats, Houghton Mifflin, 1896.
Gosse, Edmund, Robert Browning's Personalia, Houghton Mifflin, 1890.
Wishart, Short History Of Monks & Monasteries, 2nd ed.
Bulletin of the U. S. National Museum no. 47, Smithsonian Institution, Fishes of North and Middle America, part 3 only, Jordan & Evermann.

Norman, Remington Co., Charles St., Baltimore.
Parson, of the Island, Life of Joshua Thomas.
Suttner, Lay Down Your Arms, Longmans.
Rogers, The Religious Conception of the World, Macm.
Cahun, Adv. of Capt. Mago.; Blue Banner.
Dell, Janet Marsh.
Carryl, Fables for the Frivolous, Harper.
Croce, Aesthetic trans. by Bosanquet, Oxford.
Gildersleeve, Essays & Studies, Balto., 1890.
Spinoza, Treatise on God and Man.
Holm, Hist. of Greece, 4 vols., 1894-1898, Macm.
Homer, Iliad Trans. by Chapman, early ed.; Odyssey, trans. by Pope, Putnam.
Sarchedon, Whyte-Melville, Longmans.
Ridgely, Old Brick Churches of Md.
S. T. Coleridge, Anima Poetae, Houghton M.

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Odd Book Plan, 17 W. 42nd St., New York.
The American Mercury, January, 1924.

Olde Booke Shoppe, 214 Stanwix St., Pittsburgh.
Beinge, Physiologic and Pathologic Chemistry.

O'Malley's Bk. Store, Inc., 329 Columbus Ave., N.Y.
Books on Architecture and Carpentry by Benjamin, Biddle, Norman, Pain, Haviland, Lafever, Swan, Langley, etc., printed in America before 1831.

Park Book Shop, 109 E. 59th St., New York.
Hillcrest ed. Mark Twain, pub. Harper, vols. 12-15-16, giving titles.

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Dow-Edmonds, Pirates N. E. Coast.

Pearlman's Bk. Shop, 933 G St., N.W., Wash., D. C.
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History of Johnstown Flood.
Odd Volumes Everyman's Encyclopedia, red cloth.
Corelli, Master Christian.
Parton, Life of Andrew Jackson.

Penguin Bk. Shop, 39 W. 8th St., New York.
The Private Journal of Aaron Burr, ed. and pub. by Bixby, 2 vols.
Life and Letters of E. A. Poe, George E. Woodberry, Houghton, in 2 vols.

Pettibone-McLean Co., 73 E. State St., Columbus, O.
How to Find Happy Land, G. Van Dresser.
Barber, Bk. of American Glass.

Philadelphia Book Co., 22 N. 9th St., Philadelphia.
The Engineering Index, any vols.

The Pilgrim Press, 14 Beacon St., Boston 9.
Teachings of Jesus, Wendt, Scribner, 1892.

Plainfield Bk. Shop, 321 Park Ave., Plainfield, N. J.
The Ninth Vibration, L. Adams Beck.

Chas. A. Powner, 177 W. Madison St., Chicago.
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Zahn, Introduction to the N. T., Scribner's ed.
Warneck, History of Missions.
Arnold, Roman Stoicism.
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Hicks, Stoics and Epicureans.
What is Presbyterian Law? Hodge.
Manual for Ruling Elders and Other Church Officers, Roberts.
Sorrows of God, 2 cop., Kennedy.
Summer Across the Sea, James H. Snowden, D.D.
Lake, Historical Evidences for the Resurrection of Jesus Christ.
Wace & Piercy, Smiths Dictionary of Christian Biography.
Miller, Czecho-Slovaks in America.
Shotwell, The Petrine Theory, The Papacy and Modern Society.

Presbyterian Bk. Store, 914 Pine St., St. Louis.
Kadeshy Barnea, Henry Clay Trumbull, pub. Scrib.

Presbyterian Bk. Store, 278 Post St., San Francisco
Childs, English and Scottish Popular Ballads, 5 vols.

Princeton University Library, Princeton, N. J.
Bierce, Tales of Soldiers and Civilians.
Loewy, Nature in Greek Art.
Stubbs (ed.), Memorials of St. Dunstan, 1874.
Minnesota Historical Society, Collections Vol. 4.

Putnams, 2 W. 45th St., New York.
Adams, Francis, Poems.
Alcaeus trans. by Easby-Smith.
Beebe, Jungle Peace, 1st ed.
Byrne, Inspection of Materials Used in Construction.
Brown, Mental Harmony.
Curtin, Mongols, a History.
Eden Parry, Bread & Circuses.
Hutton, A Dog and Four Boys.
Kenyon, Life and Letters of Elizabeth Browning.
Middleton, South Sea Foam.
National Geographic Magazine, 1922 in Nos.
Rand, Lilliput Lyrics.
Robinson, Life of Emily Bronte.
Shorter, Charlotte Bronte and her Circle.
Trask, Sonnets and Lyrics.
Wheat, Municipal Landing Fields.
Wheatley, Ashes of Roses.

B. Quaritch, 11 Grafton St., London, W.C.1, Eng.
Winsor, Bibliography of Ptolemy's Geography, 1884.
Withington, Consanguineous Marriages, Mass. Med. Soc., 13.
Adams, British Interest in Texas, 1910.
Alaska Session Laws, 1915, 1917 and 1919.

BOOKS WANTED—Continued

Quaritch—Continued

Ambros, Boundaries of Music, tr. Cornell, 1893.
 American Jnl. of Science, vol. 27, 1859.
 American Assoc. Proc., 1858.
 American Jnl. of Semitic Languages, 31 vols.
 American Naturalist, complete set.
 Anderson, I, Fairy Tales from Tuscany.
 Andrews. An English 19th Century Sportsman, N. Y., 1907.
 Andrews, Roger Payne, N. Y., 1892.
 Adams, J. Q., Memoirs, 12 vols., 1874-7.
 Kroeger, Guide to Reference Books, revised by Mydgc.
 Philosophical (American) Socy. Trans. N. S., vol. 18, 1893.
 Pleasanton, Influence of the Blue Ray of the Sunlight, 1877.
 Alger, Critical History of the Doctrine of a Future Life, 1866.
 U. S. Nat. Museum, Bulletin, no. 50.
 U. S. Expl. Exped., vol. 16 and 11, Botany.
 U. S. P. R. R. Exploration, Birds, 1858.
 University of Cal. Pub. in Physiology, 1905-1910.
 U. S. Agriculture Bulletin, no. 250.
 Verendrye, Jnl. of Voyages Among N. A. Indians.
 Walker, Causes of Trust.
 Walsh, Thirteenth, Greatest of Centuries.
 Washington, George, Last Will of, Stower & Hare, and West & Hughes.
 Watchmaking in America, 1870.
 Wieser, Natural Value, ed. Smart, trans. Matlock, 1893.
 Wilde, Suppressed Portion of De Profundis.
 Williams, Chinese Folklore.
 Williston, N American Diptera, 3rd ed. 1908.
 Williston, Dipterous Parasites of N. A. Butterflies.

Rare Book Co., 99 Nassau St., New York.

Constitutions of the Several Independent States of America, Philadelphia, 1781 or 1782.
 Baron Larrey's Memoirs of Military Surgery, Baltimore, 1814.
 De La Vega's History of Florida, in English.
 Christian Science Books and Pamphlets.
The Rare Book Shop, 723 17th St., N.W., Wash., D.C.
 Uniforms of the U. S. Army and Navy, anything.
 Austin, Story of Peter Rug.
 Lucas, Wanderer in London.
 Harvard Classics, set in black cloth.
 Allen, Kentucky Cardinal and Aftermath, illus. by Hugh Thomson.
 Hayden, Virginia Genealogies.
 Brown, Genesis of the U. S.
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 Foram, Foss, Vienne, 1846, D'Orbigny, English trans.
 Challenger Report, vol. 9, Brady.
 Cretaceous of New Jersey, vol. 4, 2 parts.
 Smithsonian Bulletins, nos. 71, 90, 100, vol. 4.
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 Maryland Geological Survey, vols. on Critacious and Eocene plates and text.
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Charles Scribner's Sons, 5th Ave. at 48th St., N. Y.
 Abraham, G. D., Motor Ways in Lakeland, Methuen.
 Bacon, The Simplicity that is in Christ, Funk & Wagnalls, 1886.

Bankart, Art of the Plasterer, Batsford.
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Vachell, Change Partners, Doran.
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Berdoo, Browning Cyclopaedia.

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Jackson, C. F., Mechanical Drawing.
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Ketchum, Edmund, Graded Course in Mechanical Drawing for Grammar Schools.
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STATE OF NEW YORK, ss.
COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the PUBLISHERS' WEEKLY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1913, embodied in section 443, Postal Laws and Regulations printed on the reverse of this form, to wit:

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J. A. HOLDEN, Business Manager.

Sworn to and subscribed before me
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ARMOND FRASCA,
Notary Public, New York Co., New York.
(My commission expires March 30, 1925)
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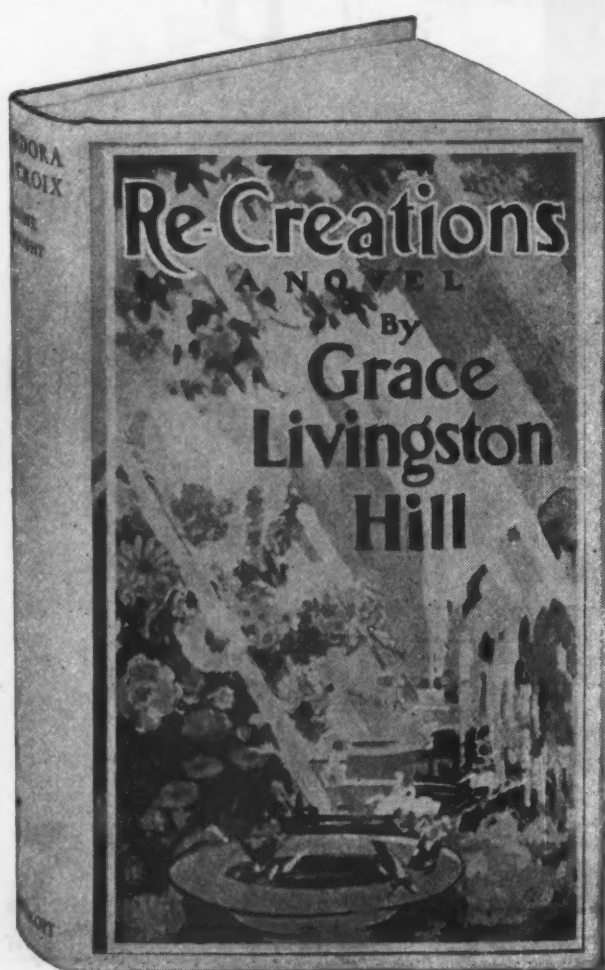


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